

SPOTLIGHT

JULY 2019



The claim that
Changed Me

//WHY WE DO WHAT WE DO



WHY WE DO WHAT WE DO



Steve Greer

Chief Executive Officer
AIL/NILICO Agency Divisions

ACT AS IF WHAT YOU DO MAKES A DIFFERENCE. IT DOES.

— WILLIAM JAMES

IF YOU WERE TO ASK A HUNDRED KIDS

what they want to be when they grow up, I bet not one would say they want to sell insurance. Being a cop, a firefighter, doctor/nurse, super hero (or a forest ranger, which is what I wanted to be) sounds much more glamorous than the stereotype most people associate with insurance professionals. Remember Ned, the nerdy insurance guy in the movie *Groundhog Day*? I rest my case.



So, why do we do what we do?

The majority of us came to this career by accident—it wasn't our first choice—and if we're honest, most of us started out with dollar signs in our eyes, drawn to the opportunity for significant financial gain. There's nothing wrong with wanting to provide a good living for ourselves and our families. But I think people are hard-wired to need more. The drive for money will only carry us so far for so long. We need a higher purpose. We need to feel that what we do has value. We need to make a difference.

Most kids don't even know what insurance is, which is a good thing. If mom and dad have their ducks in a row, there's no reason a kid should have to worry in situations when insurance is needed. Helping our customers herd their ducks is an important aspect of what we do. When we are knee-to-knee at a kitchen table, we are empowering those clients to make informed choices to help protect their families. What is of more value than that?

Sooner or later, you will experience the moment of truth: the call that one of your clients has passed away and you need to deliver the claim check to the family. That moment is often overwhelming and emotional, and for many Agents, this is the turning point in the way they think about their career. The tears, the hugs of gratitude, knowing that you are helping to ease the burden of a family on the worst day of their lives

... After the dust settles and that family is able to move on with their lives, live out the plans they have made—what purpose is higher than that?

At some point, you will experience another moment of awareness. It will come when you realize that the income you enjoy is more than the means to funding your lifestyle; it's also a powerful tool when you share it. Being able to help family and friends is certainly a blessing, but it's an even bigger blessing to have the ability to reach out further into your community as an individual and as part of your SGA office to make a bigger impact. Whether you're helping to fund a church mission trip, joining with members of your organization to sponsor a Little League team, collecting food for disaster relief, or combining your funds with those of your fellow Convention attendees to help homeless veterans in Las Vegas—you can't seriously still be wondering if what we do makes a difference every single day!

September is Life Insurance Awareness Month, and it will be here before we know it. It's never too early to remind ourselves why we do what we do. See **PAGES 16-17** for personal stories about game-changing claims as well as some industry statistics to help fuel your efforts. If you've had a claim that changed you, please email your story to lcfr@ailife.com. You never know, we may feature your story in a future issue of *Spotlight!* 🌟

SPOTLIGHT

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NEWS

JULY 2019

VOL. 52 NO. 7

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@ailife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 8/23 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 8/28**. eApp business excluded from the 7 day hold should be uploaded by **Friday 8/30 before 3:30 p.m. CST** to count for August production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$6,498,781

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 30-38**.

Spotlight Digital is now on the web!

A digital publication spotlighting top producers of AIL & NILICO



spotlight.ailagents.com

Username: **AIL** Password: **#ownit2019**

See your SGA or manager if you need assistance.



Look for the asterisk! The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2020 Awards Presentation are: the Top SGA per category from Categories I-XI based on Performance Factor (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2020 Convention Qualifications online at www.ailife.com or www.nilife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Grand Hyatt Baha Mar in the Bahamas! The convention will be held May 12-15, 2020.



LOOK FOR ME!

ANNIVERSARIES

42 YEARS OF SERVICE

David Cohen, SGA
34 YEARS OF SERVICE
 Lou Nell Busby, PR
25 YEARS OF SERVICE
 Timothy Cruise, MGA
22 YEARS OF SERVICE
 Slav Bitman, SGA
20 YEARS OF SERVICE
 Barbara Leader, AGT
18 YEARS OF SERVICE
 Denise Gilbert, PR DIR
16 YEARS OF SERVICE
 David Ackerman, SGA
 Diane Carrion, AGT
 Max Quasem, AGT
15 YEARS OF SERVICE
 Heather Hewitt, AGT
 Thomas VanOsdol, AGT
14 YEARS OF SERVICE
 Michael Mandella, MGA
 Travis Moody, SGA
 Jesse Wise, AGT
13 YEARS OF SERVICE
 Allan Shapiro, AGT
 Paul Smoley, AGT
 Natalie Soboleva, AGT
12 YEARS OF SERVICE
 IP Harris, RGA

Anthony Theriault, RGA
11 YEARS OF SERVICE
 Jason Bratin, RGA
 Tony Geer, MGA
 Beto Quintero, SGA
10 YEARS OF SERVICE
 DeAnthony Hartman, AGT
 Peter Hudousek, AGT
 Candice Rezzo, AGT
 Crystal Senour, PR
 Michael Williams, SA
9 YEARS OF SERVICE
 Carly Ferraro, AGT
 Kyle Johnson, SGA
 Nicholas Moore, SGA
8 YEARS OF SERVICE
 Charles Ferrari, RGA
 Sean Grant, AGT
 David Hefflin, AGT
 Amie McCracken, SA
 Zach Otto, RGA
 Jesusdieu Portilus, AGT
 Richard Whyte, GA
 Timothy Wilson, SA
7 YEARS OF SERVICE
 Graham Carter, SA
 Devon Chapman, GA
 Travis Daniels, PR
 Corey Hallam, GA

Sean Hansen, RGA
 Cherie Henik, AGT
 Slavita Hut, MGA
 Jonni Ng, RGA
 Samer Saatj, MGA
6 YEARS OF SERVICE
 Amy Baird, MGA
 Bryan Juskiw, MGA
 Brandon MacDonald, SGA
 Kelly Matthews, AGT
 Oleg Novitchii, GA
 Chelsie Otto, MGA
 Ernest Powell, SGA
 Joshua Rauser, AGT
 Nasser Rezaei, AGT
 Darrin Roberts, MGA
 Jamie Schulz, AGT
 Michael Stuver, MGA
 Kamaile Viena, SA
 Tyler Worstell, RGA
5 YEARS OF SERVICE
 Ralph Beard, PR
 Ranjana Chopra, AGT
 Dianne Dedick, AGT
 Laura Dennee, GA
 Justin Diaz, GA
 Jose L Garcia, AGT
 Kashala Guiden, AGT
 Kimberly Hamilton, MGA

Sierra Healy, AGT
 Bryant Logan, MGA
 Juan Nunez, AGT
 Alexis Pineiro, MGA
 Levi Porto, SA
 Tonia Reeves, AGT
 Andrew Siebert, GA
 Wanda Williams, AGT
4 YEARS OF SERVICE
 Brian Cabral, AGT
 Matthew Castelli, GA
 Steven Counts, SA
 Desarae Freeman, SA
 Ivoni Fuimaono, SA
 Patrycja Grudzinska, MGA
 Steve Hartman, MGA
 Brian MacDonald, AGT
 Andre McCallum, SGA
 Brian Melvin, AGT
 Taylour Nathaniel, AGT
 Shiv H Patel, GA
 Shelbi Sofranko, AGT
 Brynna Tebbe, MGA
 Samiuela Vaea, AGT
 Mahdi Wade, GA
 Dylan White, AGT
3 YEARS OF SERVICE
 Immacula Didier, AGT
 Derya Ekren, MGA

Tony Ferraro, MGA
 John Fitzgerald, AGT
 Cameron Eng, SA
 Myra Espinoza, AGT
 Jean Etahe Limongo, AGT
 Vanessa Forouzan, SA
 Deaveon Francisco, GA
 Carolyn George, SA
 Benjamin Giamalva, SA
 Michelle Goj, SA
 Matthew Growe, SA
 Tyler Huntsman, AGT
 Jessica Jones, MGA
 Brittany Ketter, AGT
 Taina Lameka, GA
 Victor Ledesma, GA
 Angela Luden, SA
 Sophie Maes, GA
 Ryan Marrero, GA
 Sherman Martin, SA
 Reinaldo Martinez, AGT
 Joshua Morris, MGA
 Kristin Murphy, SA
 Avery Allmond, SA
 Tomarus Burks, GA
 Roger Casison, AGT
 Ingrid Cepeda, AGT
 Priscilla Chavez, AGT
 Daniel Craley, AGT

Orlando Crimmel, SA
 Keith Dymnioski, GA
 Elle Sing, SA
 Ronald Spieler, SA
 William Thomas, SA
 Jonathon Turnick, GA
 Spencer VanDerHorn, AGT
 Shaquaila Walker, AGT
1 YEAR OF SERVICE
 John Akers, MGA
 Bruce Alford, RGA
 Leonardo Alsina, SA
 Angela Alunno, AGT
 Daniel Armenta Rodriguez, AGT
 Nathaniel O Baker, AGT
 Shyla Bateast, SA
 Makkah Beasley, AGT
 George Belham, AGT
 Shaketa Belton, SA
 Hugh Benn, GA
 Jacob Bennett, SA
 Mark Bernsdorff, SA
 Nardia Bowen, SA
 Lydia Bowers, AGT
 Leah Brandenburg, AGT
 Louise Brooks, AGT
 Dante Campbell, AGT
 Michael Capps, GA

Trace Cary, SA
 Haley Cordova, AGT
 Lamita Dahdah, SA
 Brittany Dalcais, SA
 Derrick Davenport, SA
 Jacob DeCeault, SA
 Joshua Deick, SA
 Andy Diep, SA
 Aaron Ebel, SA
 Saury Espaillat, GA
 Amber Fellman, SA
 Kenneth Fennal, AGT
 Jonathan Foligno, SA
 Keeno Fuqua, AGT
 Kristopher Galindez Rodriguez, AGT
 William Gauch, SA
 Sylvester Gbewonyo, AGT
 Patricia Geddings, AGT
 Carl Goins, MGA
 Oskarina Gonzalez, AGT
 Thristian Greene, SA
 Arif Hajro, SA
 Teresa Hernandez, AGT
 Paige Holehouse, SA
 Marmionett Hopkins, AGT
 Laura Hosler, AGT
 Nolan Hunter, SA
 Carlos Iraheta Barrientos, GA
 Carlos Irizarry, GA

Jennifer Kauer, SA
 Madison Kilburn, GA
 Allison Kusgen, GA
 Alexander LaBeef, AGT
 Annie Le, SA
 Alexander Lee, AGT
 Penina Likuohihifo, AGT
 Devin Liston, SA
 Mateo Lopez, AGT
 Ryan Luera, SA
 Doris Martinez Garcia, GA
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Karla Rodriguez, AGT
 Bradley Schwartz, SA
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 Dale Shumaker, GA
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 Casey Stathopoulos, SA
 Makenna Steed, AGT
 Gary Stelter, AGT
 Rodney Taylor, AGT
 Khalid Terrell, AGT
 Tajudeen Towolawi, AGT
 Alisa Tsy-pin, SA
 Ronnie Turner, AGT
 Christopher Watts, GA
 Emalyn Witter, GA
 Razan Zarba, GA
 Rochelle Zomar, SA

PROMOTIONS

STATE GENERAL AGENT

Chad McLaughlin
REGIONAL GENERAL AGENT
 Mary-Delores Ayarzagoitia
 Richard Dyer
 Peter Gabranski
 Sean Hansen
 Begona Patino-Lopez
 Jovanie Scarlett
 Anthony Theriault
MASTER GENERAL AGENT
 Ashley Clarke
 Brandon Copeland
 Christopher Edinger
 David Edwards
 Daniel Fitzgerald
 Kingsley Ibeh
 Joshua Kellar
 Gift Kusuwan
 Zakary Labieniec
 Sandra Linse
 Felipe Machado-Santanna
 Jadwiga Martins

DeShawn Moore
 Joel Nunez
 Lawrence Pattlakh
 Christopher Ross
 Jessica A Smith
 Joshua Yurinko
70% GENERAL AGENT
 Jordan T Brown
 Isaiah Bruce
 Alfred Costelo
 Deborah Mitchell
67.5% GENERAL AGENT
 Kelechi Anele
 Kevin Benson
 Marika Blackmon
 Priscilla Bryant
 Rachel Canning
 Nelson Desmond
 Nadia Dixon
 Nicki Griffiths
 Drew Herstine
 Michaela Mangrum
 Patrick McKeown

Jesse Medina Nunez
 Jonathon Myers
 Roberto Navarro
 Benjamin Ortlip
 Patrice Patterson
 Emily Weaver
 Matthew A Wilson
 Adrene Wright
 Aleksii Yi
60% GENERAL AGENT
 Calvin Irving
65% SUPERVISING AGENT
 Shyla Bateast
 Joseph Bishop
 Nina Blackmon
 Priscilla Blanco
 Jose Castillo
 Kamie Clark
 Christopher Filline
 Adriana Hernandez Mavil
 Jason Howard
 Ovenson Louidor
 Samantha Pedroza

Alejandro Pineda
 Justin Rydzial
 Robert Torres
 Susanna Wilson
62.5% SUPERVISING AGENT
 Kevin Altamar
 Yoel Aynalem
 Shanique Beckford
 Hannah Beuse
 Corey Bode
 Robert Brito
 Taylor Brown
 Tameka Cambridge
 Erika Cantu
 Colton Capps
 Anthony Chinaglia
 William Crock
 Joanne DeCeault
 Miguel Diego Esquivel
 Andrea Dillon
 Kaic Dos Santos
 Andrew Dupre
 Lisa Everett

Patsey Fowler
 Enid Franco
 Cody Garza
 Russell Gaskins
 Scott Gibson
 Alex Grushko
 Beth Guenther
 Samantha Halverson
 Sarah Handy
 Ricky Hayward
 Damian Herrera
 Amanda Hofstra
 Zoya Hollandsworth
 Nathan Johnson
 Wayne Johnson
 John Karczewski
 Corey Kmetz
 Mark Konecny-Green
 Nicole LePage
 Denise Ley
 Craig Manning
 Kelsey Martinez Montalvo
 Gregory Matthews

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 Gregory S Miller
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 Svitlana Musienko
 Aadil Naushad
 Mauricio Perez Contreras
 Marcus Pettigrew
 Reya Porche
 Alden Porter
 Laurence Powell
 Naama Ramirez
 Mark Reilly
 Thomas Rivera
 Victor Romero
 Jennie Rosales-Wolfgeher
 Ari Rothberg
 Zahara Schooley
 Jerry Sharp
 Alexander Sheffield
 Nina Shorter
 Jacob Siemens
 Leanna Sinclair

Stefanie Snow
 Paul Spencer
 Katie Stahulak
 Devena Stewart
 Hisham Tabak
 Austin Tazzia
 Damaris Trejo
 Kaler Turenne
 Rontriece Turner-Watson
 Alvaro Uribe Gonzalez
 Colin Weathers
 Marcus Williams
 Robert M Williams
 Victoria Wills
55% SUPERVISING AGENT
 Mariam Shahid
52.5% SUPERVISING AGENT
 Rowena Bautista
 Katy Rivera

NEW SGA



Chad McLaughlin
Illinois

Chad joined AIL and the Matt Henderson SGA office in 2012, enticed by the opportunity to create his own business and have unlimited income. He set his sights on the SGA position at the very beginning after leaving a career as an auto mechanic and race car specialist. He brings with him a lofty goal: "I want to become a legend with the company, to help provide this opportunity to as many people as I possibly can. As well help everyone to achieve financial freedom." In his down time, you can find him on the links or spending time with family and friends.



WHY WE DO WHAT WE DO



Jason Beckman

Vice President
Public Relations Field Operations

RECENTLY, SOMEONE I WAS INTERVIEWING for a PR Marketing Specialist position asked me what kept me energized and motivated to continue doing this job. My response was simple: a sense of humility knowing we help families in their darkest hours. The most humbling aspect of a PR position is when a person on the PR team gets a call from their group stating a member had passed away due to an accident. We gather the information needed to file a claim and then follow the steps to get the claim check in the hands of the member's family. There's nothing more humbling than delivering a claim check to a group, seeing them become emotional about their member and tell us "Thank you, so much. This is the only insurance the family had. Who would have thought something so sad would happen to someone at such a young age?"

Every tragedy happens on an ordinary day. Regardless of one's expectation, when tragedy strikes, it does so without bias and with an

impression of brute force – physically, emotionally and financially.

Tragedy isn't always the result of a crime or acts of terrorism or natural disasters.

TRAGEDIES HAPPEN ON ORDINARY DAYS TO ORDINARY PEOPLE.

Last year, the PR team put more than \$32 billion of AD&D in force for over 9 million "ordinary" people who are members of labor unions, credit unions and associations. Collectively, the AD&D benefit for these groups ended up in excess of \$4.7 million dollars of claims being paid to "ordinary" people when tragedy struck.

A few weeks ago, I was at a meeting with a Teamsters group discussing renewal of the AD&D benefit to get another mailing out to their membership. During the meeting, a Board member shared they would be sending information to us on a claim for a member who had been killed just weeks before. The Board member shared with us that the member was a young man in his mid-late 20's who went into work on his day off to get overtime as he was saving money to take his wife and three children on a trip to Disneyland. He stated that the member had just gotten to work and stopped next to a tractor trailer to tie his shoe. Unfortunately, a forklift operator was loading the trailer on the other side of the truck and pushed a pallet of materials too far and eventually off the truck. Their member, who had come to work to earn overtime, was still on the other side of the truck tying his shoe and was killed immediately upon impact from the pallet falling on top of him.

It was an ordinary Saturday but one that resulted in a tragedy for the member's spouse and three children. It is my hope that the AD&D check we provide to the family can help ease a financial burden. It's how we make a difference when an ordinary day unexpectedly turns tragic. 🙏

Q2 PR Contributions

A. Philip Randolph Institute

Alameda Labor Council — Dinner Tickets

Alberta Building Trades — Golf Tournament

Amalgamated Transit Union

American Federation of Labor and Congress of Industrial Organizations — Executive Council Meeting Sponsorship

AR Cattlemens Association — Convention

BAC 1 — Tee Sign Sponsorship

Boston Labor Council, AFL-CIO (Greater) — Event Sponsorship

Building & Construction Trades Department, AFL-CIO — Bowling & Texas Hold'Em Tournament Sponsorship

Business for a Fair Minimum Wage, Inc.

California Labor Federation AFL-CIO — Hospitality Drinks Sponsorship

California Nurses Association — National Nurses Organizing Committee

Canada's Building Trades Unions — Exhibit Booth Space

Cape Breton Building Trades Council — Scholarship

Central Indiana Labor Council, AFL-CIO — Event Sponsorship

Child Find BC — Golf Tournament

Coalition of Black Trade Unionists

Combined Law Enforcement Association of Texas — Ad & Raffle

Communications Workers of America — Exhibit Booth Space

CWA District 6 — Booth Space & Door Prize

District Council of Plasterers and Cement Masons — Golf Outing Sponsorship

Elderly Housing Development & Operations Corp.

Florida AFL-CIO — Event Sponsorship

Graphic Communications Conference/ International Brotherhood of Teamsters — Ad

Guide Dogs of America

IBEW 827 — Golf Outing Sponsorship

IBT 135 — Scholarship

IBT 251 — Charity Fund Contribution

IBT 294 — Golf Tournament

IBT 295 — Ad

IBT 362 — Golf Tournament Sponsorship

IBT 601 — Scholarship

IBT 89 — Scholarship

Indiana Volunteer Firefighters Association — Convention

International Association of Machinists and Aerospace Workers — Conference Sponsorship

International Brotherhood of Electrical Workers — Convention & Coffee Shop Sponsorship at Convention

IUOE 3 — Golf Tournament Sponsorship

Jobs with Justice — Education Fund Donation & Ad

Labor Heritage Foundation — Event Sponsorship

Leukemia & Lymphoma Society

LIUNA 183 — Golf Tournament Sponsorship

LIUNA 270 — Scholarship Dinner Tickets

LIUNA 300 — Scholarship

LIUNA 368 — Golf Tournament Sponsorship

Manitoba Building & Construction Trades Council — Golf Tournament

Maryland State & DC AFL-CIO — Ad

Massachusetts, AFL-CIO — Scholarship & Conference

Napa Solano Building Trades Council — Golf Tournament Sponsorship

National Employment Law Project

Nebraska State AFL-CIO — Donation Benefiting the Union Flooding Outreach Project

New Brunswick Building Trades Unions — Golf Tournament

New Brunswick Federation of Labour — Conference & Scholarship

New Jersey Building & Construction Trade Council — Exhibit Booth Space

New Jersey State AFL-CIO — Convention, Exhibit Booth Space & Ad

New York Conference of Teamsters — Sponsorship

New York State Pipe Trades Association — Conference

Nontraditional Employment for Women — Awards Dinner Ticket

North Central States Regional Council of Carpenters - MN, WI — Scholarship

Northern CA Carpenters Regional Council — Clay Shoot Sponsorship

Nova Scotia Federation of Labour — Scholarship

Nova Scotia Government and General Employees Union — Booth Space & Door Prize

Ohio AFL-CIO — Golf Tournament

Ohio State Building and Construction Trades Council — Golf Tournament

Oklahoma Building Trades — Golf Tournament

Omaha Federation of Labor, AFL-CIO — Donation in Support of the Labor Movement

Peggy Browning Fund

Pride at Work

Rhode Island AFL-CIO — Sponsorship

Rochester-Genesee Valley Area Labor Federation — Sponsorship

Screen Actors Guild/American Federation of Television and Radio Artists

SEIU 1 — Dinner Sponsorship

State Building & Construction Trades Council of CA — Golf Tournament

Stranger's Guide

Tarrant County Central Labor Council, AFL-CIO — Golf Tournament

Tavern League of WI — Conference

Tennessee AFL-CIO Labor Council — Convention

UA 250 — Golf Tournament

UFCW 1006A — Golf Tournament Sponsorship

UFCW 1189 — Run-Walk Event Sponsorship

UFCW 1262 — Golf Outing Sponsorship

UFCW 1459 — Golf Tournament Sponsorship

UFCW 1529 — Golf Tournament Sponsorship

UFCW 1996 — Golf Tournament Sponsorship

UFCW 328 — Golf Tournament Sponsorship

UFCW 555 — Golf Tournament Sponsorship

UFCW 700 — Golf Tournament Sponsorship

UFCW Golden State 8 — Golf Tournament Sponsorship

Union Sportsmen's Alliance

Utah AFL-CIO — Golf Tournament

Washington State Association of Electrical Workers — Convention

Contributions listed are from April through June.

NEW ASSOCIATES

PER MANAGER

SA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|-------------------|---|---------------|-------------------|---|-------------------|------------------|---|-------------------|-----------------------|---|-----------------|
| Matthew Ingram | 3 | Zach Hart | Anthony Allonardo | 2 | Cohen-Cohen | Michele Kieffer | 2 | Giglione-Ackerman | Kortisha Brooks | 2 | Bob Olson |
| Joanna Strzelec | 3 | Sabrina Lloyd | Hasan Marafi | 2 | Richard Correa | Eleanor Powell | 2 | Mathew Hart | Doris Martinez Garcia | 2 | Beto Quintero |
| Derrick Davenport | 3 | Michael Vasu | Altina Arakelian | 2 | Desi Dimitrova | Michael J Romero | 2 | Mathew Hart | Suzanne Moroney | 2 | Satti-Kanaan |
| Jacob George | 3 | Michael Vasu | Jarrett Sotolongo | 2 | Desi Dimitrova | Matthew Roebke | 2 | Zach Hart | Kristin Murphy | 2 | Satti-Kanaan |
| Mary Franklin | 2 | Altig-Orlovic | Bria Smith | 2 | Gabriel Feldmann | Andrew McAughey | 2 | Hart-Weller | Nicholas Oxford | 2 | Satti-Kanaan |
| Ray Sami | 2 | Altig-Orlovic | Nauleni Tuionetoa | 2 | Steve Friedlander | Alexus Hawkins | 2 | Andre Hawthorne | Joseph Newlin | 2 | Moswen Taylor |
| Tristan Dlabik | 2 | Simon Arias | Alisa Lyapkova | 2 | Cindy Furer | Shiv H Patel | 2 | Sabrina Lloyd | Heidi Scheleski | 2 | Venekamp-Garcia |

MGA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|---------------------|---|-------------------|-----------------------|---|----------------|-----------------------|---|-------------------|---------------------|---|---------------------|
| Patrycja Grudzinska | 8 | Sabrina Lloyd | Darcy Schrieber | 4 | Zach Hart | Joshua Krueger | 3 | Richard Correa | Duane Shaw | 3 | Sabrina Lloyd |
| Asiguy Haugabook | 6 | Kyle Johnson | Beau Locker | 4 | Matt Henderson | Alma Lozano | 3 | Richard Correa | Amy Baird | 3 | Brandon MacDonald |
| Zach Otto | 6 | Sabrina Lloyd | Juan Olvera | 4 | Stephen Jubrey | Kevin Butchino | 3 | Gabriel Feldmann | Lynn Jenkins | 3 | Andre McCallum |
| Walter Icaza | 6 | Beto Quintero | Kimberly Hamilton | 4 | Oldham-Gryska | Craig Strompf | 3 | Cindy Furer | David Wang | 3 | Bob Olson |
| Philip Roffi | 5 | Cindy Furer | Patricia Contreras | 4 | Beto Quintero | Corey Helly | 3 | Giglione-Ackerman | Vincent Meyer | 3 | Chad Potts |
| Steven King | 5 | Zach Hart | Phillip Waisman | 4 | Satti-Kanaan | Francesca Veltri | 3 | Giglione-Ackerman | Ryan Wilson | 3 | Philip Prata |
| Scott Wheeler | 5 | Satti-Kanaan | Andy Batten | 4 | Michael Vasu | Kay Pomroy | 3 | Greg Graham | Bryan Juskiw | 3 | S-S-Bendure-Hartwig |
| Jose Viramontes | 5 | Michael Vasu | Clayton Slaughter | 4 | Michael Vasu | Rahmatullah RomalOmid | 3 | Mathew Hart | Brent Bowling | 3 | S-S-Parks-Salvaggi |
| Darrell Asbell | 4 | Altig-Orlovic | Charley Forshee | 4 | Jeremy Welch | Mark Dushaj | 3 | Zach Hart | Mario Hajro | 3 | S-S-Parks-Salvaggi |
| Andrew McQuade | 4 | Richard Correa | Andrew Bishop | 3 | Altig-Orlovic | Ryan Fickert | 3 | Zach Hart | Nicole Sanders | 3 | Michael Vasu |
| Phi Phan | 4 | Desi Dimitrova | Mark Neilson | 3 | Altig-Orlovic | Jeffrey Hudson | 3 | Zach Hart | Kyle Wrobel | 3 | Michael Vasu |
| Doreen Ryan-Foti | 4 | Don Foti | Brody Maughan-Evanson | 3 | Simon Arias | Michael Stuver | 3 | Zach Hart | Jeffrey von Kienast | 3 | Josh West |
| Alipate Makaui | 4 | Steve Friedlander | Stella Roznovan | 3 | Cohen-Cohen | Mark Beckford | 3 | Kyle Johnson SC | | | |

GA

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|-------------------|---|-------------------|-------------------|---|---------------------|------------------|---|-------------------|-------------------|---|----------------------|
| Kinga Filipiak | 7 | Sabrina Lloyd | Aref Sayegh | 3 | Satti-Kanaan | Paul Zuzick | 2 | Fisher-Zuzick | Jeremy Hollister | 2 | Stephen Jubrey |
| Michael van Delft | 5 | Satti-Kanaan | Danny Juskiw | 3 | S-S-Bendure-Hartwig | Jessica Napiza | 2 | Don Foti | Edward DeFurio | 2 | Oldham-Gryska |
| Logan Akers | 5 | Michael Vasu | LaDelus Brown | 3 | Jeremy Welch | Samisoni Koloa | 2 | Steve Friedlander | Calvin Irving | 2 | Theodore Pappas |
| Heriberto Chavez | 4 | Richard Correa | Jacob Davis | 2 | Altig-Orlovic | Claudia Jacquet | 2 | Giglione-Ackerman | Brandon Mogel | 2 | John Sparby |
| Mele Makaui | 4 | Steve Friedlander | Erna Gasanin | 2 | Altig-Orlovic | Todd Riescher | 2 | Giglione-Ackerman | Nicholas Chuma | 2 | S-S-Bendure-Hartwig |
| Aaron Piotrowski | 4 | Sabrina Lloyd | Jenny Kim | 2 | Altig-Orlovic | Jesus Romero | 2 | Hemerson Gonzalez | Orby Kelley | 2 | S-S-Bendure-Hartwig |
| Mark Auvil | 3 | Simon Arias | Rex Munsey | 2 | Altig-Orlovic | Caren Deanda | 2 | Mathew Hart | Jose Anderson | 2 | S-S-Parks-Salvaggi |
| John Nieves | 3 | Richard Correa | Jenna Grula | 2 | Simon Arias | Lamar Livingston | 2 | Zach Hart | Eno Iftiu | 2 | S-S-Parks-Salvaggi |
| Marcell Ventura | 3 | Mathew Hart | Jordan Lacy | 2 | Simon Arias | Brittany Luke | 2 | Zach Hart | Travis Kovach | 2 | S-S-Parks-Salvaggi |
| Razan Zarba | 3 | Mathew Hart | David Basnett | 2 | Ryan Bisanz | Paul Smith | 2 | Zach Hart | Holly Bonhorst | 2 | Michael Vasu |
| Daniel Charron | 3 | Zach Hart | Rachel Eifenbein | 2 | Cohen-Cohen | Dylan Johnson | 2 | Hart-Weller | Jamel Johnson | 2 | Michael Vasu |
| Valentino Kalaj | 3 | Zach Hart | Ansel Duesenberg | 2 | Richard Correa | Bryan Czajkowski | 2 | Matt Henderson | Candace Minor | 2 | Michael Vasu |
| George Shafiek | 3 | Zach Hart | Landon Schlag | 2 | Richard Correa | Javier Diaz | 2 | Matt Henderson | Eric Rodriguez | 2 | Michael Vasu |
| Michael Jang | 3 | Sabrina Lloyd | Drake Smith | 2 | Richard Correa | Shavorne Hudson | 2 | Kyle Johnson | Dominick Williams | 2 | Michael Vasu |
| Tyler Dahlin | 3 | Oldham-Gryska | Aleanya Moore | 2 | James Cunningham | Demetrius Lucas | 2 | Kyle Johnson | Lindsay Staffery | 2 | Dustin Venekamp |
| Sergio Carta | 3 | Beto Quintero | Joshua Morris | 2 | Joseph Diecedue | Deborah Mitchell | 2 | Kyle Johnson | Tiffani Tavormina | 2 | Jamison Weatherspoon |
| Alfredo Garcia | 3 | Beto Quintero | Abraham El Refaei | 2 | Desi Dimitrova | Troy Young | 2 | Kyle Johnson | Adam Kidikas | 2 | Josh West |
| Roxie Soto | 3 | Beto Quintero | Eduardo Hernandez | 2 | Desi Dimitrova | Tina Nelson | 2 | Kyle Johnson SC | Hugh Benn | 2 | Tom Williams |

RGAs

| NAME | # | SGA | NAME | # | SGA | NAME | # | SGA |
|--------------|----|-----------|-------------------|----|----------------|-------------|----|--------------|
| Ryan Fickert | 14 | Zach Hart | Matthew Turnquist | 12 | Richard Correa | Andy Batten | 12 | Michael Vasu |

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA** – at least two new associates during the month
- MGA** – at least three new associates during the month
- RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

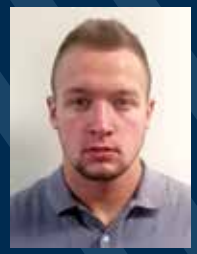


TOP RECRUITING AGENTS JUNE**

TOTAL LEGACY RECRUITERS: **271** TOTAL LEGACY RECRUITS: **326**



Daniel Pettit
9 Recruits
A-O-Lorence



Daryl Graham
7 Recruits
S-S-Parks-Salvaggi



Mauricio Perez Contreras
4 Recruits
Bob Olson

| NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS |
|--------------------------|------------|--------------------------|------------|------------------|------------|------------------|------------|-------------------|------------|-----------------|------------|
| Daniel Pettit | 9 | Jordynn Runzo | 3 | Angela Cardona | 2 | Sina Heak | 2 | Octavia Spates | 2 | Daryl Graham | 7 |
| Mauricio Perez Contreras | 4 | Meliana Aguilar | 2 | Nicole Castillo | 2 | Robert Hughes | 2 | Lindsay Staffieri | 2 | Brent Bowling | 3 |
| Steven Dell | 3 | Lorena Avila | 2 | Zachary Caudill | 2 | Michele Kieffer | 2 | Travis Stucki | 2 | Trace Johnson | 3 |
| Gregory Rudolph | 3 | Tiffany Babin-Washington | 2 | Jonathan Conn | 2 | Ryan McIntosh | 2 | Matthew Tyler | 2 | Gregory Rudolph | 3 |
| | | Hannah Beuse | 2 | Jorge De La Rosa | 2 | Aron Naidu | 2 | Ransey Vazquez | 2 | | |
| | | Anthony Billhimer | 2 | Dustin Dunbar | 2 | Christopher Ross | 2 | Klyo Vidal | 2 | | |
| | | Jonathan Brouger | 2 | Doron Freud | 2 | Roxie Soto | 2 | David C Williams | 2 | | |

TOP RECRUITING AGENTS YTD**

TOTAL LEGACY RECRUITERS: **1,212** TOTAL LEGACY RECRUITS: **1,918**

| NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS | NAME | # RECRUITS |
|------------------------|------------|--------------------------|------------|-----------------------|------------|----------------------------|------------|---------------------|------------|
| Ransey Vazquez | 14 | Myaa Fallon | 5 | Rita Rider | 4 | Cesar Fischer | 3 | Clint Perry | 3 |
| Brent Bowling | 12 | Derek Foore | 5 | Christopher Ross | 4 | Carlos Franco-Vera | 3 | Kempton Perry | 3 |
| Devin Davis Watkins | 11 | Alipate Makaui | 5 | Leamber Saffold | 4 | Desarae Freeman | 3 | Andrew Pierce | 3 |
| Gregory Rudolph | 11 | Michael McKiernan | 5 | Zahara Schooley | 4 | Doron Freud | 3 | Luciano Rapa | 3 |
| Ryan McIntosh | 10 | Carmen Pena | 5 | Noah Schultz | 4 | Seth Frisby-Jack | 3 | Michael Raven | 3 |
| Daniel Pettit | 9 | Cecilia Ritter | 5 | Dominic Telymonde | 4 | Tanner Hanna | 3 | David Rigney | 3 |
| Roxie Soto | 9 | Lindsay Staffieri | 5 | Daniel Waterfall | 4 | Matthew Harper | 3 | Aryelle Robertson | 3 |
| Alfredo Garcia | 8 | Joseph Stapleton | 5 | Justin Adams | 3 | Asiguy Haugabook | 3 | Alexandra Rodriguez | 3 |
| Travis Stucki | 8 | Alexis Tran | 5 | Meliana Aguilar | 3 | Jane Helman | 3 | Yessika Rodriguez | 3 |
| Rebeca Alvarez de Lugo | 7 | Nauleni Tuionetoa | 5 | Marcela Avina | 3 | Cristina Holmes | 3 | Jordynn Runzo | 3 |
| Dianka Blash | 7 | Joshua D Williams | 5 | Sergio Bautista | 3 | Melne Hughes | 3 | Manique Sala | 3 |
| Erin Bortz | 7 | Alix Albright | 4 | Fernando Benitez | 3 | Arnold Iacoviello | 3 | Daniel Santistevan | 3 |
| Robert Bradley | 7 | Alisha Anderton | 4 | Hannah Beuse | 3 | Eno Iftiu | 3 | Tazmi Siddiquey | 3 |
| Daryl Graham | 7 | Tiffany Babin-Washington | 4 | Rahul Bhagwakar | 3 | Dimo Joannidis | 3 | James Simpson | 3 |
| Sina Heak | 7 | Steven Barton | 4 | Maria Bonilla Borrego | 3 | Daniel G Johnson | 3 | Treshaun Smith | 3 |
| Damion Moore | 7 | Patricia Contreras | 4 | Robert Brito | 3 | Trace Johnson | 3 | Neelema Srivastwa | 3 |
| Iris Saavedra | 7 | Elijah Findley | 4 | Kortisha Brooks | 3 | Jacqueline Kabluyen | 3 | Felicia Steele | 3 |
| Jessica Santamarina | 7 | Astrid Castrillon | 4 | Yvonne Brown | 3 | Sofia Claire Malapote | 3 | Yolanda Taylor | 3 |
| Corrissa Adair | 6 | Carey Hartman | 4 | Michael Burningham | 3 | Marcell Mara | 3 | Jeffery Thiel | 3 |
| Matthew Conrad | 6 | Robert Hughes | 4 | Mauro Capozucca | 3 | Matthew McDowell | 3 | Eric Thompson | 3 |
| Noah DeVries | 6 | Slavita Hut | 4 | Angela Cardona | 3 | Carlos Medina | 3 | John Turner | 3 |
| Adebamidele Ogunlade | 6 | Casey Jarratt | 4 | David Carpenter | 3 | Jennylyn Militante-Radnoty | 3 | Austin Vaill | 3 |
| Samantha Ralston | 6 | Zachery Kertulis | 4 | Tyesha Cave | 3 | Leticia Morales | 3 | Crystal Vairetta | 3 |
| Joseph Tomanovich | 6 | Michele Kieffer | 4 | Ryan Coates | 3 | Dylan Murphy | 3 | Klyo Vidal | 3 |
| Marcus Williams | 6 | Patrick Knouse | 4 | Kendra Cook | 3 | Christopher Ochoa | 3 | Jadelene Welty | 3 |
| Kyle Wrobel | 6 | Alma Lozano | 4 | Jack Craig | 3 | Duni Olusegun | 3 | David C Williams | 3 |
| Adam Bajjey | 5 | Sherrie McCarty | 4 | Jessica Davis | 3 | Paula Onuoha | 3 | Vincent Workman | 3 |
| Sergio Carta | 5 | Aaron Parks | 4 | Steven Dell | 3 | Christian Ossorio | 3 | | |
| Shawntae Collins | 5 | Mauricio Perez Contreras | 4 | Omarie Dukie | 3 | Aaron Osterrieder | 3 | | |
| Mathieu Cook | 5 | Cameron Ponder | 4 | David Edwards | 3 | Milton Paniagua | 3 | | |
| Kenson Delva | 5 | David Ramirez-Benitez | 4 | William Ferrill | 3 | Divyang Patel | 3 | | |

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

— By Number of Eligible Legacy Recruits*

Daryl Graham (17 Recruits, GOLD)
Ryan McIntosh (16 Recruits, GOLD)
Mathieu Cook (11 Recruits, SILVER)
Jessica Chang (10 Recruits, SILVER)
Sherrie McCarty (10 Recruits, SILVER)
Doris Martinez Garcia (6 Recruits, BRONZE)
Daniel Pettit (6 Recruits, BRONZE)
Kelly Ekker (5 Recruits, BRONZE)
Asiguy Haugabook (5 Recruits, BRONZE)
Carl Henry (5 Recruits, BRONZE)
Matthew Russell (5 Recruits, BRONZE)

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

Congratulations!

Congratulations to the Altig-Orlovic SGA Office for being the first SGA Office in the history of the Company to net **\$2 million** in one week and have **600 submitting agents!**

FOUNDERS CLUB

June Qualifiers—
Outstanding Producers & PR Representatives:



Mohamad Raychouni

Zachary Hart
1 Qualification
\$129,033 Net ALP
93.5 RET



Michael van Delft

Satti-Kanaan
17 Qualifications
\$107,117 Net ALP
84.8 RET



Adem Abdula

Giglione-Ackerman
4 Qualifications
\$87,343 Net ALP
79.6 RET



Iris Saavedra

Donald Foti
1 Qualification
\$81,347 Net ALP
82.8 RET



Dina Boghdady

Altig-Orlovic
4 Qualifications
\$63,270 Net ALP
85.1 RET



Lleison Martinez

Cisco Perez
4 Qualifications
\$61,329 Net ALP
80.6 RET



Brandon Minor

Altig-Orlovic
1 Qualification
\$59,841 Net ALP
94.5 RET



Brenda DiSomma

New Jersey
12 Qualifications
15,704 Cards

PR



DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Stephanie Kell

Stephanie had 78.56% growth over June 2018.

PR Director of the Month



Michelle Baxter

Michelle met 82.10% of Objective during April 2019.



Scott Dehning

Vice President of
Field Operations

LIFE INSURANCE AWARENESS MONTH is coming up in September. Now is the perfect time to reflect on the value that we give to our esteemed clients. Our position helps us help individuals and families insure themselves and their loved ones. Remember the roles we play when we help our clients put their affairs in order and take care of their loved ones when they are no longer with them.

Because of what we do, families may be spared financial devastation in addition to the catastrophe of losing a loved one. Mortgage payments may still be met, and children may still acquire quality education. Every morning as you get ready for your day, remember that your position could be the reason a kid can continue with schooling and a roof will be over a family's head. Your daily role has ripple effects in securing the future of many.

To many working individuals, it is important that they secure the future of their families,

especially when they are gone. An individual's main worry is not only today's daily bread, but on tomorrow's security for his or her family. Many of our clients didn't think it was possible to take care of their loved ones until we

“YOUR DAILY ROLE HAS RIPPLE EFFECTS IN SECURING THE FUTURE OF MANY.”

showed them that it was possible with life insurance. They may have seen what they had in their bank accounts as negligible to be of help in the future. However, with life insurance, they realize that small contributions can be a significant financial cushion in the future.

Our role is not only that of offering a channel for families to secure their future; we are also educators and advisors. We inform people about life insurance, and guide them accordingly on the best ways to secure the future of their loved ones. We need to remember these people depend on us.

Further, we should remember to break down the jargon to bring our clients to an understanding of our policies, and help them make informed decisions.

As Life Insurance Awareness Month approaches, remember the role your position plays in our society. Remember how you impact the lives of different people. Ask yourself how you can do this better and transform more lives. Most importantly, let's appreciate ourselves for helping individuals make good decisions and learn of ways they can take care of their families.👏



the
BUSINESS
ATHLETE

AMERICAN PHAROAH

by **JASON BECKMAN**

Vice President – PR Field Operations



AMERICAN
PHAROAH ¹⁵

by **Jason Beckman**

Vice President – PR Field Operations



The Sports Illustrated Sportsman of the Year award had exclusively been won by humans since the sports magazine began selecting an athlete to receive this honor more than 60 years ago. When the selection and announcement was made in 2015, the athlete receiving this honor couldn't be reached for comment and even if he could, it's unlikely there would've been much to say. The award wasn't given to the Kansas City Royals (2015 World Series champions), Lionel Messi, Stephen Curry, or Serena Williams. The 2015 Sportsman of the Year was awarded to American Pharoah – a horse – who received 47% of the vote.

The three-year-old colt ended a 37-year Triple Crown drought when he won the Kentucky Derby, Preakness Stakes and Belmont Stakes. Before American Pharoah won the Triple Crown there had been no horse to achieve this feat since 1978 and only three other horses had won the title since 1950.

At the Kentucky Derby, the horse was the betting favorite, raced out of the gates to 3rd place but didn't take the lead until the final stretch. His trainer, Bob Baffert, said the colt didn't bring his "super A-game" to the Derby and it was really the first time he had been tested in a race.

While American Pharoah was the morning line favorite to win the Preakness Stakes, he received an unfavorable draw on the rail at the starting gate. No horse had won the Preakness from the rail since 1994 but he was able to get out of the gate quickly, held the lead position throughout the race, and won the 2nd race of the Triple Crown. His trainer praised the horse saying "He brought his A-game today."

At the final race of the Triple Crown, American Pharoah was positioned in the middle of the gate and was seen leaning back in the starting gate when it opened and was a bit slow to start. However, he ended up winning the Belmont Stakes in a gate-to-wire win which ended the 37-year drought of no horse winning the sport's coveted Triple Crown.

Like American Pharoah, we all find ourselves in situations where we bring our A-game or we don't. Sometimes you might find yourself being tested when you have a goal that feels out of reach or you compare yourself and progress to others.

I recently read an article in Entrepreneur magazine that referenced a saying in the animal kingdom: "Eyes on the front, born to hunt; eyes on the side, born to hide." For example, lions have eyes in the front of their head and are hunters, whereas horses have eyes on the side of their head and tend to be prey. For horses living in the wild, having their eyes on the side of their head is good for survival purposes. For race horses, though, they could run off course unless they're made to remain focused. Trainers place blinkers on the horses so they can stay focused on what is in front of them and not distracted by what is beside or behind them.

Just like the race horse, you are an athlete. You're learning, practicing, training and competing every day – we all are. All competitors are disposed to comparison and you have to get to the point where you compete against no one but your former self. If you're constantly comparing yourself to whomever is running in front of you, next to you, or behind you, you won't succeed. If all you think about is the result, you won't be able to give full effort. When you give full effort, the result will take care of itself.

WHEN YOU GIVE FULL EFFORT, THE RESULT WILL TAKE CARE OF ITSELF.

Success is a matter of sustained effort. The finish line only draws closer when you continue putting one hoof in front of the other as fast you can. If you do it faster than others, you'll find yourself doing things that haven't been done for years, or ever.

AMERICAN PHAROAH • the BU

The claim that Changed Me

//WHY WE DO WHAT WE DO

If we're honest, most of us were drawn to ALL for the prospect of significant financial gain. There's nothing wrong with that but the drive for money will only carry us so far for so long. We need to feel that what we do has value. We need to make a difference. Sooner or later, you will experience the moment of truth: the call that one of your clients has passed away and you need to deliver the claim check to the family. September is Life Insurance Awareness Month; it's never too early to remind ourselves why we do what we do.



SGA MARK DUSHAJ

In my third month as an agent with ALL, I had an experience I will never forget. It was a cold March day in Michigan and I had a gap in my schedule so I was door knocking bad phone numbers. I pulled up to a member's home who was in her late 70's. I knocked on the door and a young girl answered who could not have been more than 10 or 11 years old. I asked if the member was home and she informed me her grandmother had passed away the year prior. I asked if her parents were home and she said her mother was at work but would be coming home soon. I noticed how cold it was inside the home and I could immediately see this family was not doing well financially. I gave the girl my card and told her to have her mother call me as soon as she got home from work.

I left and punched in the address to my next door knock which was maybe 10 minutes away. As I pulled out of their subdivision my phone rang – it was the girl's mother. She said she would be home in 15 minutes and asked if I could wait for her. I turned around and headed back. When the mother arrived, I noticed she was a waitress. She seemed like a hard working lady. We sat down, I reintroduced myself and explained that their loved one who passed away had been a policyholder of ALL for many years and had a life insurance policy in place with us. We never knew she had passed because no one had informed us. I could see the mother getting emotional, I told her it was

very cold and dark in the house, I asked if the electricity and gas had been shut off and she nodded yes. I asked if they had been going through a tough financial time and as tears ran down her face, she again nodded yes. I started to feel emotional myself and this is the moment when it really struck me of just how important what we do is.

I told them everything was going to be okay and that God and their loved one was looking out for them. I asked, "How much would it help you out if American Income Life cut you a check for \$35,000?" She jumped up and gave her daughter a huge hug, then gave me the same huge hug. She said, "This is going to save us! This will get us caught up on everything!" I helped them process the claim and left them far better off than when I got there. It was one of the greatest feelings knowing how our great company helped this family at a time when they needed it the most! I have shared this story many times with new agents and it is one of many experiences I will never forget. //



SGA GREG GRAHAM

When I first visited 77-year-old Mary, she already had a small amount of coverage with ALL but not enough to really help her family when she passed. Luckily, she was able to qualify for additional coverage and we reinstated a previous lapsed policy that was worth a significant amount. During my visit, I also met her 19-year-old grandson CJ who lived with her and put some permanent protection in place for

him as well. CJ and I got close over the next couple years. I helped him with applications for community college, advised him on job searches and even looking for a new girlfriend. He often called just to see how my wife and I were doing.

When my phone rang that Thursday night, and I saw CJ's name on the screen, my wife instantly asked me what was wrong. He was hard to understand at first. He was panicking and had no idea what to do. I found out later I was the first person he called when he came home from work to find his grandmother unresponsive. I coached him on calling 911 and what to do next.

Over the next few weeks, I never went more than 48 hours without checking in on CJ. I helped the family complete the claim paperwork. I saw the look on their faces when I told them how much insurance she had with our company. I could feel the weight lift from them when I shared what the company would be paying out. That reinstated policy made it possible to keep the home where Mary and CJ lived. It had been in their family for over 100 years. A few years later I even attended the ceremony when CJ earned his Associate's Degree.

I'm so grateful to have had an experience like this early in my career. It helped me to understand that what we do is way more impactful than next week's paycheck. By serving someone else first, we can put ourselves in a position to help leave a legacy with a family that can last for generations to come ... and maybe make a lifelong friend in the process! //



SGA LONDON NELSON

In April of 2016, I was contacted by my GA, Asiguy Haugabook, concerning a client we had covered with life insurance. We met the client through a referral and she stated she was looking to protect her and her kids' future. After sitting with her, we decided on the coverage that was best for her family. During this visit, Asiguy and the client became familiar with one another and a common bond was developed.

In August of 2016, Asiguy received a call from the client at 7am, which was not normal. She called to inform him that her son had been murdered. This was my first death claim and I was shaking like a leaf! It had only been 4 months, and I was not even certain if this death claim would be payable.

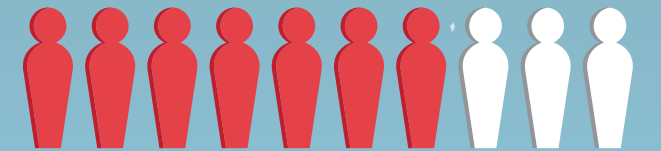
I was so thankful that I was able to calm Asiguy down and give him the necessary information that made this transition seamless. He was able to guide the client through every nuance associated with a death claim. I then contacted the Home Office and they reassured me this would be managed in a timely fashion.

Needless to say, when this process was concluded, management was edified, Asiguy provided excellent customer service to the client, who was comforted and pleased, and my commitment to American Income Life was cemented! This company is simply amazing! //

LIFE INSURANCE BY THE NUMBERS:

TOP REASONS TO PURCHASE LIFE INSURANCE

- 1. Income replacement 37%
- 2. Final expenses 30%
- 3. Pay off mortgage 27%
- 4. Children's education 14%



7 in 10 employed Americans would feel the financial pinch in a month or less without their paycheck.



1 in 4 would feel the pinch immediately.

66% Say they NEED life insurance.



57% say they HAVE life insurance.

3x More than half of Americans think life insurance costs 3x more than it does.



1
MARIO HAJRO
CLEVELAND, OH



2
ENO IFTIU
CLEVELAND, OH



3
ARIF HAJRO
CLEVELAND, OH



4
JOSHUA DISHONG
COLUMBUS, OH



5
NICHOLAS CHUMA
COLUMBUS, OH



6
ELIZABETH GARCIA
SCHAUMBURG, IL



7
RICHARD WHYTE
ETOBICOKE, ON



8
ALEXANDER PHAM
SURREY, BC



9
TRISTON MILLER
CLEVELAND, OH



10
DANIEL PRINZO
CLEVELAND, OH



11
JADWIGA MARTINS
MILTON, ON



12
TREVOR BAILEY
HALIFAX, NS



13
BOBBY PARK
LYNNWOOD, WA



14
ROBERT ENSIGN
CLEVELAND, OH



15
CORY MONCOL
CLEVELAND, OH



16
NATHANIEL MAGDA
CLEVELAND, OH



17
AL-KARIM WALJI
EDMONTON, AB



18
JEAN JOSEPH
POMPANO BEACH, FL



19
JILLIAN GETZ
CLEVELAND, OH



20
LILY SAKAI
LOS ANGELES, CA



JUSTIN IRWIN
HOUSTON, TX



RYAN COATES
AIRDRIE, AB



HEENA ALI
HOUSTON, TX

ICEBREAKERS

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

JUNE

| Rank | Net ALP | NTG | RET | MGA | SGA | |
|------|--------------------|-----------|-----|------|----------------------|---------------------|
| 1 | Mario Hajro | \$134,576 | | 83.9 | Mario Hajro | S-S-Parks-Salvaggi |
| 2 | Eno Iftiu | \$121,439 | | 79.4 | Mario Hajro | S-S-Parks-Salvaggi |
| 3 | Arif Hajro | \$76,520 | | 77.8 | Mario Hajro | S-S-Parks-Salvaggi |
| 4 | Joshua Dishong | \$60,229 | | 76.8 | Joshua Dishong | S-S-Bendure-Hartwig |
| 5 | Nicholas Chuma | \$56,534 | | 86.7 | Chase Miller | S-S-Bendure-Hartwig |
| 6 | Elizabeth Garcia | \$55,117 | | 94.9 | Zach Otto | Sabrina Lloyd |
| 7 | Richard Whyte | \$54,784 | | 78.8 | Brandon Summerton | Altig-Orlovic |
| 8 | Alexander Pham | \$54,647 | | 84.4 | Bruce Viaje | Altig-Orlovic |
| 9 | Triston Miller | \$51,957 | 91 | | Brent Bowling | S-S-Parks-Salvaggi |
| 10 | Daniel Prinzo | \$46,146 | | 79.9 | Brent Bowling | S-S-Parks-Salvaggi |
| 11 | Jadwiga Martins | \$45,132 | | 77.8 | Jesse Doherty | Altig-Orlovic |
| 12 | Trevor Bailey | \$43,176 | | 79.0 | Phillip Waisman | Satti-Kanaan |
| 13 | Bobby Park | \$41,284 | | 83.4 | Mark Neilson | Altig-Orlovic |
| 14 | Robert Ensign | \$38,646 | | 85.9 | Derek Foore | S-S-Parks-Salvaggi |
| 15 | Cory Moncol | \$37,635 | | 95.6 | Matthew Conrad | S-S-Parks-Salvaggi |
| 16 | Nathaniel Magda | \$36,146 | | 81.6 | Brent Bowling | S-S-Parks-Salvaggi |
| 17 | Al-Karim Walji | \$35,839 | | 78.3 | | Altig-Orlovic |
| 18 | Jean Joseph | \$35,799 | | 76.9 | Yemi Akinade | Tom Williams |
| 19 | Jillian Getz | \$35,614 | | 92.2 | Mario Hajro | S-S-Parks-Salvaggi |
| 20 | Lily Sakai | \$35,043 | | 86.8 | | Cohen-Cohen |
| 21 | Kyle Wrobel | \$34,569 | 95 | | Kyle Wrobel | Michael Vasu |
| 22 | Joe Lewo | \$34,270 | | 74.9 | Beau Locker | Matt Henderson |
| 23 | Nicholas Llewellyn | \$33,836 | 89 | | Brent Bowling | S-S-Parks-Salvaggi |
| 24 | Mohamad Raychouni | \$33,800 | | 93.5 | Mark Dushaj | Zach Hart |
| 25 | Michael van Delft | \$32,817 | | 84.8 | Scott Wheeler | Satti-Kanaan |
| 26 | Aref Sayegh | \$32,024 | | 87.9 | Phillip Waisman | Satti-Kanaan |
| 27 | Roger Fredericks | \$31,528 | | 74.6 | Adrienne Bragas | Altig-Orlovic |
| 28 | Devin Taylor | \$31,490 | 92 | | Matthew Conrad | S-S-Parks-Salvaggi |
| 29 | Eric LaBossiere | \$30,912 | | 92.2 | Lee Jeffers | Altig-Orlovic |
| 30 | Muhammed Ashraf | \$30,655 | | 85.8 | Sabrina Kryshundayal | Theodore Pappas |
| 31 | Jordan Forbes | \$30,520 | 83 | | James Sherwood | S-S-Bendure-Hartwig |
| 32 | Ashley Rust | \$30,470 | | 76.2 | | James Cunningham |
| 33 | George Kamel | \$29,205 | | 83.3 | | S-S-Bendure-Hartwig |
| 34 | Ryan Vance | \$29,060 | | 90.5 | Brent Bowling | S-S-Parks-Salvaggi |
| 35 | Joseph Corwin | \$28,919 | | 89.2 | Joseph Corwin | S-S-Parks-Salvaggi |
| 36 | Joel Trask | \$28,887 | | 77.8 | Christopher Bungay | Satti-Kanaan |
| 37 | Bryan Juskiw | \$28,497 | | 82.3 | Bryan Juskiw | S-S-Bendure-Hartwig |
| 38 | Matthew Lehman | \$28,289 | | 90.5 | Bryan Juskiw | S-S-Bendure-Hartwig |
| 39 | Anthony Sava | \$26,945 | | 82.7 | London Burnett | S-S-Parks-Salvaggi |
| 40 | Codey Parks | \$26,861 | | 74.3 | Chase Miller | S-S-Bendure-Hartwig |
| 41 | Anthony Rivellino | \$26,748 | 92 | | Matthew Conrad | S-S-Parks-Salvaggi |
| 42 | Joseph Sarasin | \$26,526 | | 83.0 | | S-S-Bendure-Hartwig |
| 43 | Taulant Bane | \$26,138 | | 79.5 | | S-S-Parks-Salvaggi |
| 44 | Hany Mikhail | \$26,037 | | 83.5 | Michael Russin | Simon Arias |
| 45 | Hazem Aboueldahab | \$25,598 | | 79.2 | John McGrath | Altig-Orlovic |
| 46 | Carly Ferraro | \$25,349 | | 92.0 | Rita Rider | S-S-Parks-Salvaggi |
| 47 | Jose Anderson | \$25,277 | | 77.9 | Daryl Graham | S-S-Parks-Salvaggi |
| 48 | Matthew Kahwaji | \$25,199 | 97 | | Mario Hajro | S-S-Parks-Salvaggi |
| 49 | Sunil Pillai | \$24,819 | 99 | | Brandon Summerton | Altig-Orlovic |
| 50 | Julie Aprahamian | \$24,794 | | 85.4 | Matthew Cartwright | S-S-Parks-Salvaggi |

ALL TIME RECORD: \$173,887 Net ALP

YTD

| Rank | Net ALP | NTG | RET | MGA | SGA | |
|------|-----------------------|-----------|-----|------|----------------------|---------------------|
| *1 | Mario Hajro | \$233,258 | | 83.9 | Mario Hajro | S-S-Parks-Salvaggi |
| *2 | Meenakshi Chavis | \$230,146 | 82 | | Doreen Ryan-Foti | Don Foti |
| *3 | Eno Iftiu | \$216,903 | | 79.4 | Mario Hajro | S-S-Parks-Salvaggi |
| *4 | Arif Hajro | \$209,446 | | 77.8 | Mario Hajro | S-S-Parks-Salvaggi |
| *5 | Ashley Rust | \$195,518 | | 76.2 | | James Cunningham |
| *6 | Taulant Bane | \$195,046 | | 79.5 | | S-S-Parks-Salvaggi |
| *7 | Tony Georges | \$192,366 | | 83.9 | Mario Hajro | S-S-Parks-Salvaggi |
| *8 | George Kamel | \$186,547 | | 83.3 | | S-S-Bendure-Hartwig |
| *9 | Joshua Dishong | \$178,737 | | 76.8 | Joshua Dishong | S-S-Bendure-Hartwig |
| *10 | Robert Ensign | \$177,072 | | 85.9 | Derek Foore | S-S-Parks-Salvaggi |
| 11 | Michael van Delft | \$170,213 | | 84.8 | Scott Wheeler | Satti-Kanaan |
| 12 | Cory Moncol | \$170,186 | | 95.6 | Matthew Conrad | S-S-Parks-Salvaggi |
| 13 | Hany Mikhail | \$169,674 | | 83.5 | Michael Russin | Simon Arias |
| 14 | Joseph Sarasin | \$159,383 | | 83.0 | | S-S-Bendure-Hartwig |
| 15 | Daniel Prinzo | \$149,396 | | 79.9 | Brent Bowling | S-S-Parks-Salvaggi |
| 16 | Joe Lewo | \$148,033 | | 74.9 | Beau Locker | Matt Henderson |
| 17 | Muhammed Ashraf | \$144,546 | | 85.8 | Sabrina Kryshundayal | Theodore Pappas |
| 18 | Joey Kennedy | \$144,309 | | 75.5 | | Altig-Orlovic |
| 19 | Mohamad Raychouni | \$142,412 | | 93.5 | Mark Dushaj | Zach Hart |
| 20 | Lily Sakai | \$139,722 | | 86.8 | | Cohen-Cohen |
| 21 | Richard Whyte | \$138,750 | | 78.8 | Brandon Summerton | Altig-Orlovic |
| 22 | Nicholas Chuma | \$135,487 | | 86.7 | Chase Miller | S-S-Bendure-Hartwig |
| 23 | Bryan Juskiw | \$134,313 | | 82.3 | Bryan Juskiw | S-S-Bendure-Hartwig |
| 24 | Jean Joseph | \$133,452 | | 76.9 | Yemi Akinade | Tom Williams |
| 25 | Anton Ljuljdjuraj | \$133,062 | 96 | | Mark Dushaj | Zach Hart |
| 26 | Jadwiga Martins | \$126,068 | | 77.8 | Jesse Doherty | Altig-Orlovic |
| 27 | Roger Fredericks | \$124,442 | | 74.6 | Adrienne Bragas | Altig-Orlovic |
| 28 | Bobby Park | \$122,803 | | 83.4 | Bobby Park | Altig-Orlovic |
| 29 | Adem Abdula | \$120,538 | | 79.6 | Corey Helly | Giglione-Ackerman |
| 30 | Omar Hashimi | \$115,602 | | 83.3 | | Don Foti |
| 31 | Michael Battaglio | \$115,239 | | 91.1 | Dominic Telymonde | Evan Holzhauser |
| 32 | Kevin Ishikane | \$114,676 | | 89.4 | Blake Higuchi | Altig-Orlovic |
| 33 | Elizabeth Garcia | \$114,489 | | 94.9 | Zach Otto | Sabrina Lloyd |
| 34 | Jillian Getz | \$114,392 | | 92.2 | Mario Hajro | S-S-Parks-Salvaggi |
| 35 | Shannon Stroud | \$114,062 | | 78.8 | Alma Lozano | Richard Correa |
| 36 | Joel Trask | \$112,004 | | 77.8 | Christopher Bungay | Satti-Kanaan |
| 37 | Al-Karim Walji | \$111,843 | | 78.3 | | Altig-Orlovic |
| 38 | Brooklyn Mims | \$110,718 | | 78.0 | | Moswen Taylor |
| 39 | Bruce Viaje | \$109,299 | | 92.0 | Bobby Gujral | Altig-Orlovic |
| 40 | Abeni Reynolds | \$108,071 | 95 | | Britton Costa | Simon Arias |
| 41 | Max Quasem | \$106,529 | | 89.2 | | Cohen-Cohen |
| 42 | Massoud Vaziri | \$106,503 | | 84.7 | Bruce Viaje | Altig-Orlovic |
| 43 | Hazem Aboueldahab | \$105,971 | | 79.2 | John McGrath | Altig-Orlovic |
| 44 | Ryan Vance | \$105,253 | | 90.5 | Brent Bowling | S-S-Parks-Salvaggi |
| 45 | Ruben Soberanes | \$105,099 | | 81.2 | Doreen Ryan-Foti | Don Foti |
| 46 | Irma Gallardo | \$104,853 | | 73.9 | Steven Warner | Altig-Orlovic |
| 47 | Joachim Jean | \$103,975 | | 93.7 | Ryan Hall | Laura Fisher |
| 48 | Richard Sidoti | \$103,616 | | 87.1 | Lauren Coyne | Altig-Orlovic |
| 49 | Johnathon Bogoslawski | \$103,164 | | 78.0 | Sara Vaz | Altig-Orlovic |
| 50 | Yollette Mompoin | \$102,906 | | 94.7 | Fritzel Octave | Tom Williams |

ALL TIME RECORD: \$756,403 Net ALP

SUPERVISING AGENTS

1 WILLIAM THOMAS
CLEVELAND, OH

2 ARIF HAJRO
CLEVELAND, OH

3 TRISTAN DLABIK
WEXFORD, PA

4 COLIN GHEE
WEXFORD, PA

5 JAMES MUIR
CANMORE, AB

6 MARK BERNSDORFF
WEXFORD, PA

7 ERICA ROBERTSON
WEXFORD, PA

8 MARIAM SHAHID
FLUSHING, NY

9 JEROME BENENATI
TROY, MI

10 JESSICA DAVIS
CALGARY, AB

JUNE

| Rank | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|-----------------------|-----------|-----------|------|-----------------------|----------------------|
| 1 | William Thomas | \$101,291 | \$144,750 | 91.1 | Matthew Conrad | S-S-Parks-Salvaggi |
| 2 | Arif Hajro | \$56,255 | \$146,219 | 96 | Mario Hajro | S-S-Parks-Salvaggi |
| 3 | Tristan Dlabik | \$48,464 | \$58,244 | 77.6 | Brody Maughan-Evanson | Simon Arias |
| 4 | Colin Ghee | \$43,394 | \$68,951 | 83.8 | Jennifer Reed | Simon Arias |
| 5 | James Muir | \$38,474 | \$38,553 | 87 | Christopher Bentley | Altig-Orlovic |
| 6 | Mark Bernsdorff | \$33,121 | \$36,385 | 87 | Gregory Rudolph | Simon Arias |
| 7 | Erica Robertson | \$32,864 | \$42,291 | 84.6 | Britton Costa | Simon Arias |
| 8 | Mariam Shahid | \$31,764 | \$40,077 | 78.1 | Shahab Mahdavinejad | Theodore Pappas |
| 9 | Jerome Benenati | \$30,076 | \$30,076 | 98 | Mark Dushaj | Zach Hart |
| 10 | Jessica Davis | \$28,896 | \$28,896 | 76.7 | Christopher Bentley | Altig-Orlovic |
| 11 | Doris Martinez Garcia | \$28,553 | \$36,049 | 93 | Patricia Contreras | Beto Quintero |
| 12 | Kellie Tucker | \$27,423 | \$30,644 | 77.7 | Andrew T Wagner | Oldham-Gryska |
| 13 | Andrew McAughey | \$26,897 | \$28,403 | 88 | | Hart-Weller |
| 14 | Victoria Soileau | \$24,435 | \$34,138 | 95 | Clayton Slaughter | Michael Vasu |
| 15 | Kelsey Brown | \$23,840 | \$35,832 | 92 | Omar Billy | Jamison Weatherspoon |
| 16 | Erik Geer | \$23,653 | \$26,667 | 95 | Tony Geer | S-S-Bendure-Hartwig |
| 17 | Michele Kieffer | \$23,163 | \$29,446 | 85 | Francesca Veltri | Giglione-Ackerman |
| 18 | Fabiola Del Palacio | \$22,473 | \$36,613 | 97 | Andrew McQuade | Richard Correa |
| 19 | Steven Baum | \$22,344 | \$23,704 | 80.4 | Zach Otto | Sabrina Lloyd |
| 20 | Qi Wang | \$22,149 | \$25,762 | 91 | Minh Phung | Mathew Hart |

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

| Rank | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|-----------------------|-----------|-----------|------|-----------------------|--------------------|
| *1 | Erica Robertson | \$271,631 | \$320,103 | 84.6 | Britton Costa | Simon Arias |
| *2 | William Thomas | \$215,899 | \$368,607 | 91.1 | Matthew Conrad | S-S-Parks-Salvaggi |
| *3 | Nauleni Tuionetoa | \$176,575 | \$198,891 | 96 | Alipate Makau | Steve Friedlander |
| *4 | Arif Hajro | \$158,228 | \$348,788 | 96 | Mario Hajro | S-S-Parks-Salvaggi |
| *5 | Doris Martinez Garcia | \$150,474 | \$206,607 | 93 | Patricia Contreras | Beto Quintero |
| 6 | Tristan Dlabik | \$148,105 | \$240,152 | 77.6 | Brody Maughan-Evanson | Simon Arias |
| 7 | Gjon Ljuljduraj | \$139,755 | \$247,050 | 80.6 | Mark Dushaj | Zach Hart |
| 8 | Selma Ogresevic | \$136,978 | \$168,627 | 78.4 | Kimberly Hamilton | Oldham-Gryska |
| 9 | Colin Ghee | \$116,215 | \$201,711 | 83.8 | Jennifer Reed | Simon Arias |
| 10 | Mark Bernsdorff | \$108,974 | \$161,259 | 87 | Gregory Rudolph | Simon Arias |
| 11 | Jessica Davis | \$106,219 | \$105,520 | 76.7 | Christopher Bentley | Altig-Orlovic |
| 12 | Michael Giachetti | \$102,483 | \$174,138 | 86 | Daryl Graham | S-S-Parks-Salvaggi |
| 13 | Steven Baum | \$99,425 | \$122,312 | 80.4 | Zach Otto | Sabrina Lloyd |
| 14 | Daniel Pacheco | \$95,999 | \$119,939 | 88 | Patricia Contreras | Beto Quintero |
| 15 | James Muir | \$93,583 | \$93,662 | 87 | Christopher Bentley | Altig-Orlovic |
| 16 | Tyler Boulden | \$88,964 | \$127,479 | 89 | Jeffrey von Kienast | Josh West |
| 17 | Kevin Dimery | \$85,222 | \$106,901 | 91 | Joshua Goodman | Richard Correa |
| 18 | Kellie Tucker | \$84,176 | \$115,970 | 77.7 | Andrew T Wagner | Oldham-Gryska |
| 19 | Jesse Barker | \$83,315 | \$127,377 | 75.1 | Michael Cirelli | Dorian Oldham |
| 20 | Matthew Roebke | \$81,604 | \$163,548 | 81.1 | Steven King | Zach Hart |

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUZINSKA | \$659,568 Net ALP — GEORGE KAMEL

GENERAL AGENTS

1 TRAVIS KOVACH
CLEVELAND, OH

2 SERGIO CARTA
MIAMI, FL

3 DOMINICK WILLIAMS
HOUSTON, TX

4 ENO IFTIU
CLEVELAND, OH

5 PAUL SMITH
TROY, MI

6 DANNY JUSKIW
COLUMBUS, OH

7 MAX AKERS
HOUSTON, TX

8 HERIBERTO CHAVEZ
COLORADO SPRINGS, CO

9 MARK AUVIL
WEXFORD, PA

10 MICHAEL VAN DELFT
HALIFAX, NS

JUNE

| Rank | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|-------------------|-----------|-----------|------|-----------------------|---------------------|
| 1 | Travis Kovach | \$117,458 | \$236,710 | 83.1 | Matthew Conrad | S-S-Parks-Salvaggi |
| 2 | Sergio Carta | \$70,934 | \$118,401 | 91 | Patricia Contreras | Beto Quintero |
| 3 | Dominick Williams | \$61,204 | \$73,633 | 88 | Clayton Slaughter | Michael Vasu |
| 4 | Eno Iftiu | \$59,933 | \$278,337 | 93 | Mario Hajro | S-S-Parks-Salvaggi |
| 5 | Paul Smith | \$56,239 | \$128,768 | 83.2 | Mark Dushaj | Zachary Hart |
| 6 | Danny Juskiw | \$53,521 | \$137,572 | 94 | Bryan Juskiw | S-S-Bendure-Hartwig |
| 7 | Max Akers | \$52,039 | \$58,157 | 85 | Jose Viramontes | Michael Vasu |
| 8 | Heriberto Chavez | \$51,120 | \$77,621 | 75.7 | Andrew McQuade | Richard Correa |
| 9 | Mark Auvil | \$50,504 | \$61,421 | 76.2 | Brody Maughan-Evanson | Simon Arias |
| 10 | Michael van Delft | \$49,710 | \$110,467 | 81.1 | Scott Wheeler | Satti-Kanaan |
| 11 | Adem Abdula | \$46,328 | \$60,583 | 79.3 | Corey Helly | Giglione-Ackerman |
| 12 | Rubin Chaimov | \$46,269 | \$59,980 | 80.3 | Mark Lahijani | Theodore Pappas |
| 13 | Joseph Gojcay | \$44,500 | \$127,108 | 76.7 | Mark Dushaj | Zachary Hart |
| 14 | Daniel Prinzo | \$44,309 | \$136,868 | 94 | Brent Bowling | S-S-Parks-Salvaggi |
| 15 | James Tolley | \$43,873 | \$71,576 | 77.3 | Gregory Rudolph | Simon Arias |
| 16 | Tyler Dahlin | \$43,252 | \$48,443 | 96 | Kimberly Hamilton | Oldham-Gryska |
| 17 | Richard Whyte | \$42,845 | \$46,234 | 93.8 | Brandon Summerton | Altig-Orlovic |
| 18 | Mele Makau | \$41,244 | \$57,578 | 96 | Alipate Makau | Steve Friedlander |
| 19 | Dylan Johnson | \$40,953 | \$45,248 | 91 | | Hart-Weller |
| 20 | Candace Minor | \$38,621 | \$67,062 | 82 | Nicole Sanders | Michael Vasu |

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

| Rank | 1st 6 Mo Agt | Net ALP | NTG | RET | MGA | SGA |
|------|---------------------------|-----------|-----------|------|---------------------|--------------------|
| *1 | Sergio Carta | \$458,353 | \$625,364 | 91 | Patricia Contreras | Beto Quintero |
| *2 | Mele Makau | \$376,706 | \$493,528 | 96 | Alipate Makau | Steve Friedlander |
| *3 | Timothy Bugge | \$288,661 | \$377,685 | 79.8 | Britton Costa | Simon Arias |
| *4 | Travis Kovach | \$277,132 | \$867,275 | 83.1 | Matthew Conrad | S-S-Parks-Salvaggi |
| *5 | Steven Rios | \$245,235 | \$288,163 | 90 | Zach Otto | Sabrina Lloyd |
| 6 | Jenny Kim | \$240,956 | \$537,009 | 73.4 | Mark Neilson | Altig-Orlovic |
| 7 | Michael Ezeafulukwe | \$235,106 | \$353,766 | 87 | Duni Olusegun | James Cunningham |
| 8 | Dominick Williams | \$234,264 | \$272,206 | 88 | Clayton Slaughter | Michael Vasu |
| 9 | Adam Kidikas | \$224,558 | \$309,195 | 79.7 | Jeffrey von Kienast | Josh West |
| 10 | Candace Minor | \$209,765 | \$378,632 | 82 | Nicole Sanders | Michael Vasu |
| 11 | Heriberto Chavez | \$200,084 | \$335,060 | 75.7 | Andrew McQuade | Richard Correa |
| 12 | Eno Iftiu | \$187,931 | \$625,010 | 93 | Mario Hajro | S-S-Parks-Salvaggi |
| 13 | Carlos Iraheta Barrientos | \$187,410 | \$256,682 | 90 | Mark Neilson | Altig-Orlovic |
| 14 | Rosemary Soto | \$182,135 | \$279,963 | 76.8 | Walter Icaza | Beto Quintero |
| 15 | Joseph Gojcay | \$178,210 | \$566,623 | 76.7 | Mark Dushaj | Zachary Hart |
| 16 | Jitsajee Ruangsinsup | \$176,916 | \$213,264 | 93 | Joseph Tomanovich | Altig-Orlovic |
| 17 | Javier Diaz | \$170,491 | \$449,643 | 90 | Beau Locker | Matt Henderson |
| 18 | Paul Smith | \$166,270 | \$493,220 | 83.2 | Mark Dushaj | Zachary Hart |
| 19 | Daniel Prinzo | \$165,082 | \$492,774 | 94 | Brent Bowling | S-S-Parks-Salvaggi |
| 20 | James Tolley | \$164,657 | \$355,555 | 77.3 | Gregory Rudolph | Simon Arias |

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

MASTERGENERALAGENTS



WALTER ICAZA
MIAMI, FL



BOBBY GUJRAL
BURNABY, BC



MATTHEW CONRAD
CLEVELAND, OH



BRUCE VIAJE
SURREY, BC



JEFFERY THIEL
COLUMBUS, OH



GARY SLOCUM
SAN DIMAS, CA



ANDREW MCQUADE
COLORADO SPRINGS, CO



DARYL GRAHAM
CLEVELAND, OH



JEFFREY VON KIENAST
INDIANAPOLIS, IN



FRANCESCA VELTRI
EDISON, NJ



IP HARRIS
DULUTH, GA



ROGER FUNG
TRACY, CA



AMANDA PETERSON
FORT WAYNE, IN



STEVEN BENSINGER
CLEVELAND, OH



PATRICIA CONTRERAS
MIAMI, FL

JUNE

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|-------------------------------|---------------|------------------|------------------|-------------|-----------------------------|-----|
| I Walter Icaza | 110.8% | \$247,718 | \$117,533 | 75.2 | Beto Quintero | |
| Zach Otto | 83.5% | \$227,608 | \$124,006 | 74.1 | Sabrina Lloyd | |
| Elyse Bryan | 21.1% | \$123,818 | \$102,273 | 79.8 | Souley Bah | |
| II Bobby Gujral | 126.1% | \$192,979 | \$85,336 | 82.6 | Altig-Orlovic | |
| Kimberly Hamilton | 46.3% | \$132,958 | \$90,908 | 80.6 | Oldham-Gryska | |
| Dustin Dunbar | 16.6% | \$109,792 | \$94,127 | 76.7 | Dustin Venekamp | |
| III Matthew Conrad | 274.9% | \$302,678 | \$80,745 | 84.4 | S-S-Parks-Salvaggi | |
| Beau Locker | 92.9% | \$157,224 | \$81,506 | 80.7 | Matt Henderson | |
| Britton Costa | 47.9% | \$109,857 | \$74,284 | 78.7 | Simon Arias | |
| IV Bruce Viaje | 90.0% | \$121,419 | \$63,902 | 81.3 | Altig-Orlovic | |
| Corey Helly | 87.5% | \$123,335 | \$65,769 | 77.6 | Giglione-Ackerman | |
| Brody Maughan-Evanson | 45.8% | \$96,874 | \$66,460 | 76.7 | Simon Arias | |
| V Jeffery Thiel | 136.6% | \$130,171 | \$55,006 | 79.6 | S-S-Bendure-Hartwig | |
| Mike Paragiou | 133.3% | \$126,646 | \$54,293 | 76.9 | S-S-Parks-Salvaggi | |
| Brandon Summerton | 117.1% | \$133,035 | \$61,267 | 80.6 | Altig-Orlovic | |
| VI Gary Slocum | 144.5% | \$127,620 | \$52,197 | 76.2 | Desi Dimitrova | |
| London Burnett | 108.7% | \$101,243 | \$48,511 | 76.3 | S-S-Parks-Salvaggi | |
| Sabrina Kryshundayal | 55.2% | \$69,541 | \$44,800 | 84.3 | Theodore Pappas | |
| VII Andrew McQuade | 92.8% | \$75,968 | \$39,395 | 73.8 | Richard Correa | |
| Matthew Cartwright | 88.1% | \$81,799 | \$43,491 | 83.4 | S-S-Parks-Salvaggi | |
| Craig Stropf | 53.3% | \$66,904 | \$43,630 | 75.9 | Cindy Furer | |
| VIII Daryl Graham | 336.2% | \$160,013 | \$36,685 | 75.5 | S-S-Parks-Salvaggi | |
| Michael Clemente | 72.1% | \$61,499 | \$35,743 | 77.1 | Simon Arias | |
| Mark Beckford | 55.6% | \$56,656 | \$36,400 | 80.3 | Kyle Johnson SC | |
| IX Jeffrey von Kienast | 122.3% | \$73,619 | \$33,120 | 77.7 | Joshua West | |
| Rita Rider | 90.3% | \$56,817 | \$29,854 | 87.7 | S-S-Parks-Salvaggi | |
| Jessica Santamarina | 68.8% | \$50,158 | \$29,707 | 76.6 | Jamison Weatherspoon | |
| X Francesca Veltri | 160.1% | \$65,987 | \$25,373 | 77.6 | Giglione-Ackerman | |
| Slavita Hut | 79.9% | \$44,940 | \$24,977 | 73.2 | John Young | |
| Kelly Ekker | 51.6% | \$39,148 | \$25,826 | 76.5 | Tiffany Roland | |
| XI IP Harris | 196.5% | \$64,518 | \$21,759 | 79.9 | Jamison Weatherspoon | |
| Jessica Wilhite | 92.4% | \$39,791 | \$20,683 | 74.3 | Jamison Weatherspoon | |
| Cody Terrell | 86.9% | \$42,136 | \$22,548 | 75.0 | Michael Vasu | |
| XII Roger Fung | 106.8% | \$37,007 | \$17,896 | 74.9 | Mathew Hart | |
| Alexandra Graham | 68.8% | \$29,231 | \$17,322 | 76.8 | Greg Graham | |
| David Ramirez | 44.2% | \$25,640 | \$17,777 | 75.6 | Don Foti | |
| XIII Amanda Peterson | 328.7% | \$43,215 | \$10,082 | 77.0 | Moswen Taylor | |
| Ryan Tucker | 47.4% | \$17,525 | \$11,892 | 82.9 | Altig-Orlovic | |
| Mary-Delores Ayarzagoitia | 32.4% | \$18,246 | \$13,779 | 77.7 | Matt Henderson | |
| XIV Steven Bensinger | 510.2% | \$12,942 | \$2,121 | 92.1 | S-S-Parks-Salvaggi | |
| Jordan Chalom | 159.4% | \$17,624 | \$6,795 | 84.0 | Chalom-Paz | |
| Hazim Thomas | 57.0% | \$4,472 | \$2,848 | 90.3 | Zach Hart STL | |

JUNE ROOKIES

| Category | PF | F6 Mo | F6 Mo Obj | Net ALP | NTG | RET | SGA |
|----------------------------------|---------------|-----------------|-----------------|----------------|-------------|----------------------|-----|
| Rookie Patricia Contreras | 293.5% | \$85,715 | \$29,200 | 142,716 | 76.9 | Beto Quintero | |
| Brent Bowling | 283.5% | \$82,791 | \$29,200 | 358,311 | 82.4 | S-S-Parks-Salvaggi | |
| Mark Lahijani | 227.5% | \$66,428 | \$29,200 | 98,283 | 76.8 | Theodore Pappas | |
| Mario Hajro | 219.9% | \$64,221 | \$29,200 | 484,519 | 80.6 | S-S-Parks-Salvaggi | |
| Clayton Slaughter | 217.7% | \$63,578 | \$29,200 | 101,606 | 80.2 | Michael Vasu | |
| Bryan Juskiw | 183.3% | \$53,520 | \$29,200 | 166,069 | 79.9 | S-S-Bendure-Hartwig | |
| Phi Phan | 160.1% | \$46,735 | \$29,200 | 102,242 | 77.7 | Desi Dimitrova | |
| Eric Thompson | 160.0% | \$46,711 | \$29,200 | 180,698 | 78.4 | S-S-Parks-Salvaggi | |
| Jennifer Reed | 152.3% | \$44,479 | \$29,200 | 71,908 | 79.5 | Simon Arias | |
| Gregory Rudolph | 150.3% | \$43,873 | \$29,200 | 72,809 | 75.8 | Simon Arias | |

YTD

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|-------------------------------|---------------|--------------------|------------------|-------------|----------------------------|-----|
| I Walter Icaza | 85.4% | \$1,307,202 | \$705,197 | 75.2 | Beto Quintero | |
| Zach Otto | 25.1% | \$930,796 | \$744,037 | 74.1 | Sabrina Lloyd | |
| Doreen Ryan-Foti | 20.9% | \$1,405,578 | \$1,162,713 | 77.4 | Don Foti | |
| II Bobby Gujral | 76.8% | \$905,415 | \$512,016 | 82.6 | Altig-Orlovic | |
| Kimberly Hamilton | 36.9% | \$746,668 | \$545,450 | 80.6 | Oldham-Gryska | |
| Dustin Dunbar | 17.0% | \$660,668 | \$564,765 | 76.7 | Dustin Venekamp | |
| III Matthew Conrad | 136.7% | \$1,146,642 | \$484,468 | 84.4 | S-S-Parks-Salvaggi | |
| Britton Costa | 102.1% | \$900,739 | \$445,707 | 78.7 | Simon Arias | |
| Beau Locker | 87.9% | \$918,833 | \$489,036 | 80.7 | Matt Henderson | |
| IV Corey Helly | 74.5% | \$688,571 | \$394,614 | 77.6 | Giglione-Ackerman | |
| Bruce Viaje | 57.8% | \$605,168 | \$383,413 | 81.3 | Altig-Orlovic | |
| Alipate Makaui | 43.2% | \$602,812 | \$420,993 | 83.0 | Steve Friedlander | |
| V Jeffery Thiel | 95.5% | \$645,205 | \$330,039 | 79.6 | S-S-Bendure-Hartwig | |
| Mike Paragiou | 71.7% | \$559,209 | \$325,761 | 76.9 | S-S-Parks-Salvaggi | |
| Elias Boles | 67.6% | \$599,686 | \$357,727 | 82.4 | Oldham-Gryska | |
| VI Gary Slocum | 63.6% | \$512,401 | \$313,185 | 76.2 | Desi Dimitrova | |
| Magda Figueiredo | 43.2% | \$387,506 | \$270,550 | 78.1 | Giglione-Ackerman | |
| London Burnett | 40.4% | \$408,584 | \$291,065 | 76.3 | S-S-Parks-Salvaggi | |
| VII Andrew McQuade | 58.3% | \$374,196 | \$236,373 | 73.8 | Richard Correa | |
| Matthew Cartwright | 44.2% | \$376,289 | \$260,944 | 83.4 | S-S-Parks-Salvaggi | |
| Craig Stropf | 28.4% | \$336,112 | \$261,780 | 75.9 | Cindy Furer | |
| VIII Daryl Graham | 130.8% | \$508,053 | \$220,108 | 75.5 | S-S-Parks-Salvaggi | |
| James Sodan | 55.2% | \$350,618 | \$225,920 | 76.6 | Nicholas Moore | |
| Mark Beckford | 38.1% | \$301,651 | \$218,399 | 80.3 | Kyle Johnson SC | |
| IX Jeffrey von Kienast | 128.1% | \$453,208 | \$198,722 | 77.7 | Joshua West | |
| Michael Gerstein | 90.1% | \$394,243 | \$207,428 | 84.3 | Giglione-Ackerman | |
| Jessica Santamarina | 51.6% | \$270,153 | \$178,244 | 76.6 | Jamison Weatherspoon | |
| X Michael Mandella | 67.1% | \$286,729 | \$171,606 | 76.8 | Altig-Orlovic | |
| Steven Barton | 66.8% | \$261,339 | \$156,648 | 78.1 | Corey Neff | |
| Francesca Veltri | 66.3% | \$253,125 | \$152,241 | 77.6 | Giglione-Ackerman | |
| XI Steve Hartman | 146.6% | \$353,230 | \$143,230 | 84.2 | Dustin Venekamp | |
| IP Harris | 128.6% | \$298,467 | \$130,555 | 79.9 | Jamison Weatherspoon | |
| Jesse Rennich | 81.6% | \$254,083 | \$139,934 | 75.9 | Simon Arias | |
| XII Roger Fung | 76.4% | \$189,383 | \$107,378 | 74.9 | Mathew Hart | |
| Justin Lowe | 47.3% | \$142,572 | \$96,790 | 83.3 | Altig-Orlovic | |
| Alexandra Graham | 47.1% | \$152,861 | \$103,934 | 76.8 | Greg Graham | |
| XIII Amanda Peterson | 382.6% | \$291,902 | \$60,490 | 77.0 | Moswen Taylor | |
| Mary-Delores Ayarzagoitia | 191.2% | \$240,735 | \$82,676 | 77.7 | Matt Henderson | |
| Tommy Conard | 112.4% | \$125,520 | \$59,095 | 78.3 | Simon Arias | |
| XIV Steven Bensinger | 188.0% | \$36,645 | \$12,725 | 92.1 | S-S-Parks-Salvaggi | |
| Hazim Thomas | 45.9% | \$24,925 | \$17,087 | 90.3 | Zach Hart STL | |
| Jordan Chalom | 31.3% | \$53,522 | \$40,771 | 84.0 | Chalom-Paz | |

YTD ROOKIES

| Category | PF | F6 Mo | F6 Mo Obj | Net ALP | NTG | RET | SGA |
|----------------------------------|---------------|------------------|------------------|----------------|-------------|----------------------|-----|
| Rookie Patricia Contreras | 290.0% | \$508,027 | \$175,200 | 699,174 | 76.9 | Beto Quintero | |
| Brent Bowling | 210.3% | \$368,482 | \$175,200 | 1,308,171 | 82.4 | S-S-Parks-Salvaggi | |
| Clayton Slaughter | 179.5% | \$314,557 | \$175,200 | 464,399 | 80.2 | Michael Vasu | |
| Mark Lahijani | 158.2% | \$277,200 | \$175,200 | 533,532 | 76.8 | Theodore Pappas | |
| Mario Hajro | 120.6% | \$211,261 | \$175,200 | 1,594,475 | 80.6 | S-S-Parks-Salvaggi | |
| Ashley Clarke | 120.4% | \$210,922 | \$175,200 | 300,415 | 84 | Ernest Powell | |
| James Sherwood | 120.3% | \$210,788 | \$175,200 | 547,565 | 78.4 | S-S-Bendure-Hartwig | |
| Dylan Murphy | 114.0% | \$199,774 | \$175,200 | 354,872 | 80.1 | Simon Arias | |
| Dario Messina | 108.4% | \$189,986 | \$175,200 | 400,287 | 81.8 | Zach Hart STL | |
| Derek Foore | 101.3% | \$177,483 | \$175,200 | 776,887 | 80.8 | S-S-Parks-Salvaggi | |

Spotlight recognizes the top three Master General Agents in Categories I-IV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments.

REGIONAL GENERAL AGENTS



BOBBY GUJRAL
BURNABY, BC



REYNOLDS AKUAMOA
FLUSHING, NY



BEAU LOCKER
MELBOURNE, FL



ANDY BATTEN
HOUSTON, TX



BRANDON SUMMERTON
METCALFE, ON



MATTHEW CONRAD
CLEVELAND, OH



BRUCE VIAJE
SURREY, BC



GARY SLOCUM
SAN DIMAS, CA



AARON PARKS
WEXFORD, PA



AMR SHATER
FLUSHING, NY

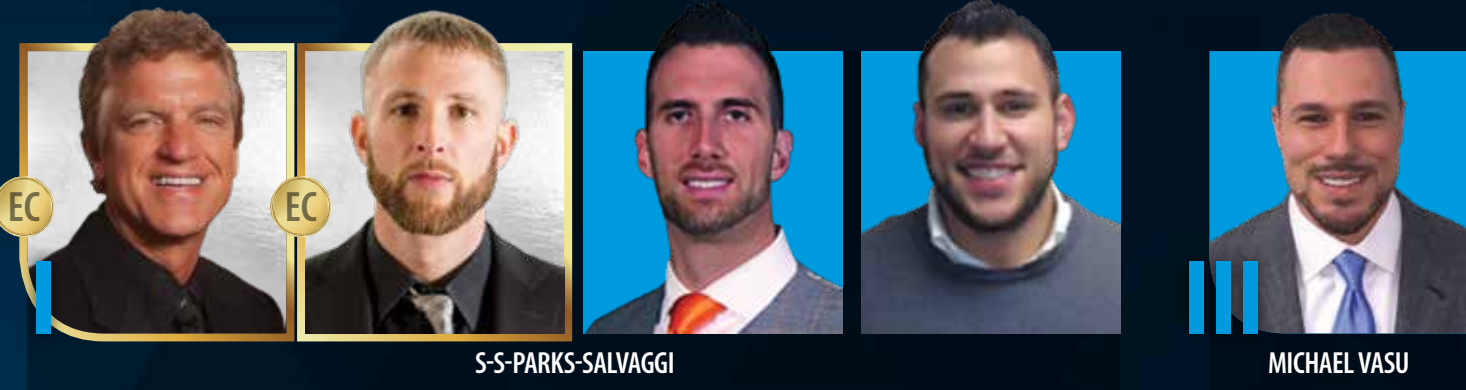
Spotlight recognizes the top three Regional General Agents in Categories I-X with positive growth. Figures reflect hierarchy transfer adjustments.

JUNE

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|----------------------------|--------|-----------|-----------|------|----------------------|-----|
| I Bobby Gujral | 68.2% | \$463,832 | \$275,823 | 81.0 | Altig-Orlovic | |
| II Reynolds Akuamo | 13.0% | \$252,973 | \$223,844 | 74.2 | Theodore Pappas | |
| III Beau Locker | 13.7% | \$221,804 | \$195,088 | 77.3 | Matt Henderson | |
| IV Andy Batten | 139.4% | \$352,192 | \$147,112 | 74.2 | Michael Vasu | |
| Walter Icaza | 106.6% | \$248,210 | \$120,122 | 74.8 | Beto Quintero | |
| Andrew McQuade | 18.4% | \$170,328 | \$143,895 | 73.3 | Richard Correa | |
| V Brandon Summerton | 91.8% | \$228,395 | \$119,059 | 76.3 | Altig-Orlovic | |
| Michael Gerstein | 35.3% | \$137,540 | \$101,640 | 80.1 | Giglione-Ackerman | |
| Tyler Worstell | 27.1% | \$123,156 | \$96,860 | 79.1 | Simon Arias | |
| VI Matthew Conrad | 269.9% | \$315,707 | \$85,338 | 84.8 | S-S-Parks-Salvaggi | |
| Kimberly Hamilton | 45.2% | \$132,020 | \$90,908 | 79.8 | Oldham-Gryska | |
| Johnny Ly | 11.7% | \$92,265 | \$82,630 | 75.9 | Giglione-Ackerman | |
| VII Bruce Viaje | 88.8% | \$136,619 | \$72,368 | 81.1 | Altig-Orlovic | |
| Michael Russin | 46.0% | \$109,205 | \$74,780 | 73.7 | Simon Arias | |
| Bobby Hamilton | 43.5% | \$98,556 | \$68,689 | 75.8 | Altig-Orlovic | |
| VIII Gary Slocum | 144.5% | \$127,620 | \$52,197 | 76.4 | Desi Dimitrova | |
| Mike Paragiou | 137.5% | \$128,950 | \$54,293 | 76.1 | S-S-Parks-Salvaggi | |
| Jeffery Thiel | 122.8% | \$130,171 | \$58,414 | 79.8 | S-S-Bendure-Hartwig | |
| IX Aaron Parks | 94.0% | \$100,377 | \$51,732 | 79.4 | Simon Arias | |
| Tiffany Babin-Washington | 80.6% | \$73,140 | \$40,498 | 74.2 | Jay Washington | |
| Jessica Wilhite | 75.2% | \$89,949 | \$51,338 | 75.8 | Jamison Weatherspoon | |
| X Amr Shater | 177.4% | \$76,592 | \$27,610 | 88.6 | Theodore Pappas | |
| Jessica Santamarina | 159.3% | \$89,949 | \$34,688 | 77.0 | Jamison Weatherspoon | |
| Mavrick Fredericks | 148.1% | \$42,711 | \$17,218 | 78.7 | Evan Holzhauser | |

YTD

| Category | Growth | Net ALP | Benchmark | NTG | RET | SGA |
|---------------------------|--------------|-------------|-------------|------|----------------------|-----|
| I Bobby Gujral | 58.4% | \$2,621,885 | \$1,654,937 | 81.0 | Altig-Orlovic | |
| Doreen Ryan-Foti | 26.4% | \$2,210,555 | \$1,748,851 | 77.4 | Don Foti | |
| Matthew Diulus | 16.3% | \$2,262,374 | \$1,945,846 | 78.6 | Simon Arias | |
| II Reynolds Akuamo | 21.0% | \$1,624,568 | \$1,343,066 | 74.2 | Theodore Pappas | |
| Corey Helly | 16.4% | \$1,815,537 | \$1,559,563 | 76.9 | Giglione-Ackerman | |
| III Joshua Dishong | 50.1% | \$1,349,846 | \$899,095 | 78.7 | S-S-Bendure-Hartwig | |
| Beau Locker | 44.6% | \$1,692,498 | \$1,170,529 | 77.3 | Matt Henderson | |
| Paul Kelly | 32.0% | \$1,475,228 | \$1,117,593 | 78.4 | Steve Friedlander | |
| IV Walter Icaza | 81.0% | \$1,304,659 | \$720,731 | 74.8 | Beto Quintero | |
| Andy Batten | 67.8% | \$1,480,701 | \$882,673 | 74.2 | Michael Vasu | |
| Andrew McQuade | 25.7% | \$1,085,143 | \$863,368 | 73.3 | Richard Correa | |
| V Michael Gerstein | 73.2% | \$1,056,058 | \$609,840 | 80.1 | Giglione-Ackerman | |
| Dustin Dunbar | 42.3% | \$939,569 | \$660,148 | 75.5 | Dustin Venekamp | |
| Brandon Summerton | 30.5% | \$932,326 | \$714,356 | 76.3 | Altig-Orlovic | |
| VI Matthew Conrad | 134.1% | \$1,198,503 | \$512,029 | 84.8 | S-S-Parks-Salvaggi | |
| Kimberly Hamilton | 39.6% | \$761,679 | \$545,450 | 79.8 | Oldham-Gryska | |
| VII Bobby Hamilton | 70.6% | \$703,246 | \$412,134 | 75.8 | Altig-Orlovic | |
| Bruce Viaje | 66.8% | \$724,198 | \$434,210 | 81.1 | Altig-Orlovic | |
| Michael Russin | 49.0% | \$668,649 | \$448,679 | 73.7 | Simon Arias | |
| VIII Jeffery Thiel | 89.1% | \$662,600 | \$350,484 | 79.8 | S-S-Bendure-Hartwig | |
| Mike Paragiou | 74.6% | \$568,808 | \$325,761 | 76.1 | S-S-Parks-Salvaggi | |
| William Parmeter | 74.1% | \$592,528 | \$340,362 | 73.9 | Nicholas Moore | |
| IX Bruce Alford | 88.0% | \$470,014 | \$250,060 | 76.9 | Don Foti | |
| Tiffany Babin-Washington | 75.2% | \$425,660 | \$242,987 | 74.2 | Jay Washington | |
| Jessica Wilhite | 49.9% | \$461,856 | \$308,029 | 75.8 | Jamison Weatherspoon | |
| X Randall Cook | 914121900.0% | \$457,061 | \$0 | 90 | Jamison Weatherspoon | |
| Andrew Bishop | 365575900.0% | \$18,279 | \$0 | 95 | Altig-Orlovic | |
| Kyle Wrobel | 6758.7% | \$1,681,521 | \$24,517 | 85 | Michael Vasu | |



S-S-PARKS-SALVAGGI



MICHAEL VASU



JAMISON WEATHERSPOON



BETO QUINTERO



DESI DIMITROVA



NICK MOORE



ERNEST POWELL



JEREMY WELCH



JAY WASHINGTON



EVAN HOLZHAUER

EC = 2019 Executive Council Member

† Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-XI based on Performance Factor. The SGAs who will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition

TOPPERFORMANCEFACTOR



S-S-PARKS-SALVAGGI
Category I
149.7 PF



EVAN HOLZHAUER
Category XI
144.7 PF



FISHER-ZUZICK
Category XI
140.5 PF

JUNE

| Category | PF† | Net ALP | Net ALP Obj | % Net Obj | Recruits | Rec Obj | % Rec Obj | NTG | RET | % Growth |
|--------------------------------|--------------|--------------------|--------------------|--------------|-----------|-----------|--------------|-----------|-------------|--------------|
| I S-S-Parks-Salvaggi | 149.7 | \$2,344,644 | \$1,189,600 | 197.1 | 45 | 44 | 102.3 | 91 | | 126.9 |
| S-S-Bendure-Hartwig | 139.9 | \$901,869 | \$513,200 | 175.7 | 26 | 25 | 104.0 | 91 | | 159.0 |
| Altig-Orlovic | 98.5 | \$3,475,859 | \$3,954,100 | 87.9 | 193 | 177 | 109.0 | | 76.0 | 5.4 |
| Simon Arias | 96.0 | \$1,328,074 | \$1,311,700 | 101.2 | 78 | 86 | 90.7 | | 77.7 | 22.2 |
| III Michael Vasu | 135.9 | \$590,568 | \$364,800 | 161.9 | 42 | 25 | 110.0 | | 75.1 | 101.6 |
| Satti-Kanaan | 109.4 | \$379,834 | \$349,400 | 108.7 | 17 | 12 | 110.0 | | 80.4 | 18.9 |
| Mathew Hart | 98.6 | \$242,717 | \$278,600 | 87.1 | 21 | 18 | 110.0 | | 73.0 | 14.6 |
| Bob Olson | 92.8 | \$244,101 | \$285,200 | 85.6 | 32 | 32 | 100.0 | | 73.9 | 27.3 |
| IV Jamison Weatherspoon | 98.6 | \$315,979 | \$266,500 | 118.6 | 22 | 28 | 78.6 | | 74.2 | 48.1 |
| Serur-Yagjian | 93.9 | \$204,275 | \$232,800 | 87.7 | 18 | 18 | 100.0 | 81 | | 5.0 |
| V Beto Quintero | 116.1 | \$301,470 | \$227,900 | 132.3 | 23 | 23 | 100.0 | | 74.5 | 62.6 |
| VI Desi Dimitrova | 115.9 | \$167,172 | \$137,200 | 121.8 | 13 | 9 | 110.0 | | 79.8 | 24.1 |
| Souley Bah | 109.2 | \$162,186 | \$136,900 | 118.5 | 10 | 10 | 100.0 | | 78.5 | 25.9 |
| VII Nick Moore | 118.2 | \$132,349 | \$104,700 | 126.4 | 10 | 8 | 110.0 | | 74.5 | 89.3 |
| Greg Graham | 107.0 | \$108,221 | \$94,900 | 114.0 | 12 | 12 | 100.0 | | 75.4 | 6.1 |
| Chad Deley | 94.7 | \$83,747 | \$79,900 | 104.8 | 11 | 13 | 84.6 | | 76.4 | 1.8 |
| VIII Ernest Powell | 110.4 | \$76,301 | \$68,900 | 110.7 | 9 | 6 | 110.0 | 85 | | 61.6 |
| A-O-Lorence | 95.3 | \$67,186 | \$83,400 | 80.6 | 7 | 6 | 110.0 | 84 | | 13.4 |
| Cisco Perez | 91.6 | \$47,697 | \$49,800 | 95.8 | 7 | 8 | 87.5 | | 78.4 | -203.9 |
| Moswen Taylor | 90.5 | \$71,970 | \$88,900 | 81.0 | 10 | 10 | 100.0 | | 79.4 | -4.0 |
| IX Jeremy Welch | 107.0 | \$54,918 | \$52,800 | 104.0 | 8 | 7 | 110.0 | | 75.9 | 15.2 |
| Kris Thieme | 99.6 | \$68,671 | \$69,200 | 99.2 | 7 | 7 | 100.0 | | 75.9 | 13.7 |
| Andre Hawthorne | 93.7 | \$52,690 | \$68,000 | 77.5 | 8 | 7 | 110.0 | 90 | | 1.8 |
| X Jay Washington | 127.7 | \$76,160 | \$49,000 | 155.4 | 9 | 9 | 100.0 | | 75.1 | 86.3 |
| Hart-Lewicki | 103.4 | \$64,084 | \$66,200 | 96.8 | 5 | 4 | 110.0 | 83 | | 120.0 |
| Johnson-Subero | 98.2 | \$40,176 | \$41,700 | 96.3 | 7 | 7 | 100.0 | 88 | | 26.1 |
| XI Evan Holzhauser | 144.7 | \$77,189 | \$37,900 | 203.7 | 6 | 7 | 85.7 | | 75.3 | N/A |
| Fisher-Zuzick | 140.5 | \$51,824 | \$30,300 | 171.0 | 8 | 4 | 110.0 | 90 | | N/A |
| Albert Serur | 135.9 | \$49,021 | \$30,300 | 161.8 | 8 | 6 | 110.0 | 85 | | N/A |
| Hemerson Gonzalez | 126.3 | \$46,242 | \$30,300 | 152.6 | 5 | 5 | 100.0 | 92 | | N/A |
| Josh West | 123.0 | \$76,748 | \$56,400 | 136.1 | 8 | 7 | 110.0 | | 78.0 | 147.8 |
| Gabe Feldmann | 118.4 | \$51,317 | \$37,500 | 136.8 | 7 | 7 | 100.0 | | 73.6 | 103.1 |

YTD

| Category | PF† | Net ALP | Net ALP Obj | % Net Obj | Recruits | Rec Obj | % Rec Obj | NTG | RET | % Growth |
|------------------------------|--------------|--------------------|--------------------|--------------|------------|------------|--------------|-----------|-------------|-------------|
| I S-S-Bendure-Hartwig | 102.8 | \$4,098,877 | \$3,566,700 | 114.9 | 136 | 150 | 90.7 | 91 | | 32.2 |
| S-S-Parks-Salvaggi | 100.8 | \$8,814,696 | \$7,683,700 | 114.7 | 206 | 237 | 86.9 | 91 | | 31.9 |
| Altig-Orlovic | 98.5 | \$21,888,003 | \$24,331,800 | 90.0 | 1137 | 1062 | 107.1 | | 76.0 | 3.4 |
| Simon Arias | 97.4 | \$8,632,814 | \$8,499,600 | 101.6 | 481 | 516 | 93.2 | | 77.7 | 16.8 |
| Theodore Pappas | 91.7 | \$4,028,459 | \$4,881,000 | 82.5 | 236 | 234 | 100.9 | | 76.6 | -5.1 |
| II Don Foti | 99.0 | \$2,552,680 | \$2,464,200 | 103.6 | 85 | 90 | 94.4 | | 77.6 | 19.1 |
| Tom Williams | 97.5 | \$2,837,803 | \$2,836,500 | 100.0 | 148 | 156 | 94.9 | | 76.6 | 15.1 |
| III Michael Vasu | 112.9 | \$2,888,261 | \$2,495,700 | 115.7 | 209 | 150 | 110.0 | | 75.1 | 33.1 |
| Mathew Hart | 105.6 | \$1,568,531 | \$1,551,300 | 101.1 | 128 | 108 | 110.0 | | 73.0 | 16.3 |
| Steve Friedlander | 95.3 | \$2,025,898 | \$1,835,100 | 110.4 | 77 | 96 | 80.2 | | 78.5 | 27.0 |
| Satti-Kanaan | 92.8 | \$1,813,636 | \$1,961,400 | 92.5 | 67 | 72 | 93.1 | | 80.4 | 6.3 |
| IV Serur-Yagjian | 105.7 | \$1,353,535 | \$1,293,900 | 104.6 | 94 | 88 | 106.8 | 81 | | 20.3 |
| V Beto Quintero | 105.4 | \$1,503,025 | \$1,179,600 | 127.4 | 115 | 138 | 83.3 | | 74.5 | 46.5 |
| VI Kyle Johnson SC | 101.5 | \$605,191 | \$651,300 | 92.9 | 62 | 55 | 110.0 | | 76.0 | 6.9 |
| Desi Dimitrova | 95.3 | \$730,174 | \$857,700 | 85.1 | 57 | 54 | 105.6 | | 79.8 | -2.1 |
| Dorian Oldham | 93.7 | \$825,716 | \$757,800 | 109.0 | 80 | 102 | 78.4 | | 76.9 | 25.4 |
| Souley Bah | 92.8 | \$824,200 | \$792,300 | 104.0 | 49 | 60 | 81.7 | | 78.5 | 19.7 |
| VII Nick Moore | 117.5 | \$725,764 | \$563,700 | 128.8 | 51 | 48 | 106.3 | | 74.5 | 48.2 |
| Greg Graham | 91.2 | \$570,798 | \$524,700 | 108.8 | 53 | 72 | 73.6 | | 75.4 | 25.2 |
| VIII Ernest Powell | 112.3 | \$501,210 | \$437,400 | 114.6 | 41 | 33 | 110.0 | 85 | | 31.8 |
| A-O-Lorence | 112.0 | \$644,416 | \$564,900 | 114.1 | 55 | 33 | 110.0 | 84 | | 31.2 |
| Moswen Taylor | 97.0 | \$485,465 | \$498,600 | 97.4 | 58 | 60 | 96.7 | | 79.4 | 12.0 |
| IX Jeremy Welch | 96.6 | \$305,367 | \$297,300 | 102.7 | 38 | 42 | 90.5 | | 75.9 | 18.2 |
| Kris Thieme | 92.7 | \$409,527 | \$410,700 | 99.7 | 36 | 42 | 85.7 | | 75.9 | 14.7 |
| X Jay Washington | 123.1 | \$439,313 | \$304,500 | 144.3 | 55 | 54 | 101.9 | | 75.1 | 66.0 |
| Hart-Lewicki | 114.9 | \$432,290 | \$360,900 | 119.8 | 33 | 21 | 110.0 | 83 | | 37.7 |
| Johnson-Subero | 101.7 | \$299,855 | \$305,400 | 98.2 | 41 | 39 | 105.1 | 88 | | 12.9 |
| XI Albert Serur | 128.4 | \$267,057 | \$181,800 | 146.9 | 43 | 24 | 110.0 | 85 | | N/A |
| Fisher-Zuzick | 127.5 | \$175,720 | \$121,200 | 145.0 | 20 | 9 | 110.0 | 90 | | N/A |
| Josh West | 123.6 | \$464,080 | \$338,400 | 137.1 | 46 | 39 | 110.0 | | 78.0 | 1398.5 |
| Evan Holzhauser | 123.3 | \$344,299 | \$227,400 | 151.4 | 40 | 42 | 95.2 | | 75.3 | N/A |
| Hemerson Gonzalez | 118.7 | \$231,603 | \$181,800 | 127.4 | 30 | 19 | 110.0 | 92 | | N/A |
| Henderson-LaRose | 91.5 | \$164,499 | \$181,800 | 90.5 | 25 | 27 | 92.6 | 80 | | N/A |

CATEGORY I



1
BRENDA DI SOMMA
SOMERSET, NJ



2
PAM MONETTI
BUNKER HILL, IL



1
REBECCA KLEBSCH
COLGATE, WI



2
LISA JOHNSON
SUMMERSVILLE, WV



1
MICHAEL COOPER
DES MOINES, IA



2
IRENE RURYCZ
PARMA, OH

CATEGORY II

CATEGORY III

CATEGORY IV



1
TOMMY FLYNN
SPOKANE, WA



2
CAS ROBINSON
NEPEAN, ON



1
KEVIN MCKEEN
WATERLIET, NY



2
RALPH BEARD
FRANKLIN, TN



1
CINDY KUNCE
CANFIELD, OH



2
SARAH THOMSON-DUFRECHOU
MEMPHIS, TN

CATEGORY V

CATEGORY VI

CATEGORY VII



1
CHAS ROBINSON
OTTAWA, ON



2
JEFFREY HAPKE
MARTINSBURG, PA



1
RACHEL SHELTON
DENVER, CO



2
JESSICA CHRISTERSSON
CORAL SPRINGS, FL

CATEGORY VIII

1ST SIGNED TG



JOSE TIBAYAN
OTTAWA, ON

TOP MANAGERS

CATEGORY I



1
BRIAN RYAN
MORTON, PA

CATEGORY II



1
STEPHANIE BAUMANN
SPOKANE, WA

CATEGORY III



1
AMANDA MLINAZ
PLYMOUTH, WI

INDIVIDUAL REPS: JUNE

| Category | Rank | Rep | Cards | Obj | % Obj |
|------------|------|-------------------------|-------|-------|--------|
| I | 1 | Brenda Di Somma | 6,369 | 2,288 | 278.3% |
| | 2 | Pam Monetti | 2,181 | 1,544 | 141.2% |
| | 3 | David Scalisi | 1,967 | 1,749 | 112.4% |
| II | 1 | Rebecca Klebsch | 2,409 | 1,234 | 195.3% |
| | 2 | Lisa Johnson | 1,381 | 1,223 | 112.9% |
| | 3 | Travis Daniels | 1,353 | 1,439 | 94.0% |
| III | 1 | Michael Cooper | 1,758 | 1,130 | 155.6% |
| | 2 | Irene Rurycz | 1,144 | 1,088 | 105.1% |
| | 3 | Carl Zablotny | 1,172 | 1,152 | 101.7% |
| IV | 1 | Tommy Flynn | 1,873 | 952 | 196.7% |
| | 2 | Cas Robinson | 957 | 945 | 101.3% |
| | 3 | Janis Pitts | 894 | 983 | 90.9% |
| V | 1 | Kevin McKeen | 2,307 | 795 | 290.1% |
| | 2 | Ralph Beard | 1,050 | 774 | 135.7% |
| | 3 | Dee Hettinger | 1,129 | 869 | 129.9% |
| VI | 1 | Cindy Kunce | 1,346 | 751 | 179.2% |
| | 2 | Sarah Thomson-Dufrechou | 828 | 730 | 113.4% |
| | 3 | Jaymz Hall | 557 | 681 | 81.8% |
| VII | 1 | Chas Robinson | 875 | 575 | 152.2% |
| | 2 | Jeffrey Hapke | 663 | 646 | 102.6% |
| | 3 | Mickey Boysza | 614 | 629 | 97.6% |
| VIII | 1 | Rachel Shelton | 841 | 425 | 197.9% |
| | 2 | Jessica Christersson | 734 | 425 | 172.6% |
| | 3 | Elaine Adkison | 674 | 425 | 158.6% |
| Rookie | 1 | Mickey Boysza | 614 | 629 | 97.6% |
| IceBreaker | 1 | Rachel Shelton | 841 | 425 | 197.9% |

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

| Category | Rank | Rep | Cards | Obj | % Obj |
|----------|------|-------------------------|--------|--------|--------|
| I | *1 | Brenda Di Somma | 18,974 | 13,728 | 138.2% |
| | 2 | David Scalisi | 13,670 | 10,494 | 130.3% |
| | 3 | Malka Arony | 22,068 | 20,748 | 106.4% |
| II | *1 | Anna Guido Rohrer | 7,909 | 8,184 | 96.6% |
| | 2 | Rebecca Klebsch | 6,294 | 7,404 | 85.0% |
| | 3 | Lori Vaughn | 7,218 | 8,496 | 85.0% |
| III | *1 | Krissa Hensley | 6,447 | 6,630 | 97.2% |
| | 2 | Michael Cooper | 6,579 | 6,780 | 97.0% |
| | 3 | Donna LaMontagna | 5,677 | 6,498 | 87.4% |
| IV | *1 | Vivian Dwyer | 6,507 | 6,132 | 106.1% |
| | 2 | Tommy Flynn | 5,449 | 5,712 | 95.4% |
| | 3 | Amanda Cross | 5,254 | 5,808 | 90.5% |
| V | *1 | Ralph Beard | 6,537 | 4,644 | 140.8% |
| | 2 | Kevin McKeen | 6,038 | 4,770 | 126.6% |
| | 3 | Lou Nell Busby | 6,207 | 5,364 | 115.7% |
| VI | *1 | Sarah Thomson-Dufrechou | 8,407 | 4,380 | 192.0% |
| | 2 | Cindy Kunce | 6,520 | 4,506 | 144.7% |
| | 3 | George Murry | 4,236 | 4,230 | 100.1% |
| VII | *1 | Melissa Lively | 7,109 | 3,499 | 203.2% |
| | 2 | Barbara Rabelo | 3,179 | 3,540 | 89.8% |
| VIII | *1 | Rachel Shelton | 4,039 | 2,550 | 158.4% |

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: JUNE

| Category | Rank | Manager | Cards | Obj | % Obj |
|----------|------|-------------------|-------|-------|--------|
| I | 1 | Brian Ryan | 8,633 | 8,082 | 106.8% |
| | 2 | JT Tasker | 7,235 | 6,817 | 106.1% |
| II | 1 | Stephanie Baumann | 6,705 | 5,511 | 121.7% |
| III | 1 | Amanda Mlinaz | 4,074 | 4,663 | 87.4% |
| | 2 | Katherine Pratt | 3,680 | 4,223 | 87.1% |

MANAGERS: YTD

| Category | Rank | Manager | Cards | Obj | % Obj |
|----------|------|-------------------|--------|--------|-------|
| I | *1 | Brian Ryan | 40,244 | 48,491 | 83.0% |
| | 2 | Cindy Cleary | 34,246 | 42,513 | 80.6% |
| II | *1 | Judy Spade | 32,519 | 35,751 | 91.0% |
| | 2 | Stephanie Baumann | 28,812 | 33,064 | 87.1% |

MOST ORIGINAL CARDS GENERATED: YTD



1
MALKA ARONY
CAVE CREEK, AZ

2
MALKA ARONY
4,090

2
TRAVIS DANIELS
3,793

3
SARAH THOMSON-DUFRECHOU
3,779

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

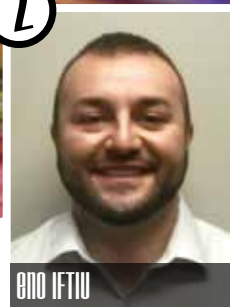
WORLD'S GREATEST BONUS

1



MARIO HAJRO
\$31,775
S-S-Parks-Salvaggi

2



ENO IFTIU
\$22,426
S-S-Parks-Salvaggi

3



ARIF HAJRO
\$14,145
S-S-Parks-Salvaggi

4



ELIZABETH GARCIA
\$13,368
Sabrina Lloyd

5



NICHOLAS CHUMA
\$12,799
S-S-Bendure-Hartwig

JUNE BONUS LEADERS

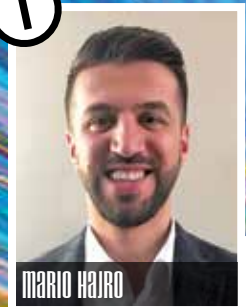
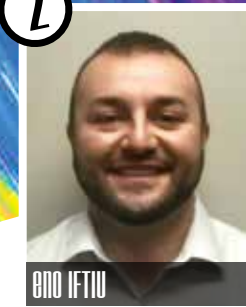








PAYOUT: \$2,197,361

QUALIFIERS: 3,813

- | | | | | | |
|---------------------------|----------------------------|--------------------------|-----------------------------|---------------------------|----------------------------|
| \$ 31,775 Mario Hajro | \$ 4,158 Hazem Aboueldahab | \$ 2,886 Darius Rowan | \$ 2,357 Jeffrey Atkinson | \$ 2,037 Manique Sala | \$ 1,815 Roxie Soto |
| 22,426 Eno Iftiu | 4,141 Cody Parks | 2,881 Ikram Al-Shobaki | 2,350 Daniel PUES | 2,030 Ethan Barnet | 1,814 Matthew Conrad |
| 14,145 Arif Hajro | 4,122 Anthony Sava | 2,872 Hany Mikhail | 2,338 Kristina Joachim | 2,025 Alexander Waskowitz | 1,811 Keith Beloso |
| 13,368 Elizabeth Garcia | 4,104 Irma Gallardo | 2,860 Cathy Dishong | 2,337 Kate Hernandez | 2,017 Trace Cary | 1,809 Richard Sidoti |
| 12,799 Nicholas Chuma | 4,083 Carly Ferraro | 2,852 Dustin Dunbar | 2,333 Donald Gregoire | 2,014 Brandon Minor | 1,807 Mark Lomonaco |
| 12,309 Alexander Pham | 4,063 Katy Rivera | 2,850 Mahdi Dergham | 2,328 Kasali Kotun | 2,013 Kelly Herrmann | 1,804 Riley Peters |
| 11,093 Joshua Dishong | 4,057 Elba Diaz | 2,839 Josepha Massucci | 2,322 Sungmin Hwang | 2,002 William Davies | 1,800 Christopher Rantanes |
| 8,978 Richard Whyte | 4,027 Brittany Bradshaw | 2,832 Carlo Trinidad | 2,314 Ronald Slusarski | 1,998 Joachim Jean | 1,800 Jennifer Wehrle |
| 8,792 Daniel Prinzo | 4,019 Atiya Bell | 2,829 Cody Langston | 2,305 Andrew Bishop | 1,995 Nathan Sloane | 1,799 Austin Hess |
| 8,777 Trevor Bailey | 4,017 Tony Georges | 2,817 Andrew Chambers | 2,301 Samuel Marzula | 1,987 Deidra Sherman | 1,795 John Vacca |
| 8,261 Triston Miller | 3,891 Brooklyn Mims | 2,791 Katherine Nummy | 2,299 Kevin Appasamy | 1,980 Shanita Ellmers | 1,791 Tuiteleleapaga |
| 8,243 Cory Moncol | 3,872 Julie Aprahamian | 2,748 Lindsey Dettwiller | 2,297 Fabiola Del Palacio | 1,975 Sophia Cowie | 1,790 Joel Acosta |
| 8,044 Mohamad Raychouni | 3,861 George Kamel | 2,742 Thomas King | 2,296 Misty Fornasiero | 1,969 Mario Andres Chavez | 1,789 Victor Holmes |
| 7,908 Jadwiga Martins | 3,859 Jose Anderson | 2,723 Joseph Webster | 2,292 Annie Le | 1,964 Cathleen Hairston | 1,788 Ayesha Manzoor |
| 7,512 Robert Ensign | 3,857 Maurice Daniels | 2,724 Clayton Slaughter | 2,288 David Stuart | 1,963 Monica Broxson | 1,783 Yamid Mendoza |
| 6,757 Eric LaBossiere | 3,754 Justin Irwin | 2,690 Henry Jacobs | 2,257 Vanessa Mendez | 1,959 Joel Nunez | 1,781 Zahara Schooley |
| 6,756 Jillian Getz | 3,656 Heena Ali | 2,669 Carlos Iraheta | 2,249 Zachery Kertulis | 1,958 John Curry | 1,779 Scott Florin |
| 6,735 Jean Joseph | 3,638 Matthew Ficarra | 2,663 Vanessa Forouzan | 2,244 Denise Ley | 1,956 Cody Garza | 1,778 Xander Davis |
| 6,715 Lily Sakai | 3,607 Michael Battaglio | 2,630 Lamine Diakhate | 2,243 Oscar Gastelum | 1,927 James Sherwood | 1,755 Jennifer Smajda |
| 6,556 Kyle Wrobel | 3,607 Ian Pickett | 2,625 Adem Abdula | 2,243 Zachary Poker | 1,917 Hasan Ghazal | 1,750 Allison Kusgen |
| 6,188 Michael van Delft | 3,601 Bruce Tan | 2,608 Mike Allen | 2,222 Carlos Arballo | 1,911 Charles Nacovsky | 1,739 Tanner Duy |
| 6,109 Nathaniel Magda | 3,519 Kaic Dos Santos | 2,574 Ruben Soberanes | 2,219 Logan Klink | 1,907 Duni Olusegun | 1,735 Daniel Perkins |
| 6,104 Ryan Vance | 3,352 Lincoln Dziekonski | 2,566 Bryon Eddinger | 2,205 Elifranc Deus | 1,906 Luis Miranda | 1,731 Kelsey Brown |
| 5,950 Nicholas Llewellyn | 3,302 Anton Ljuljdjuraj | 2,558 Phi Phan | 2,204 Max Quasem | 1,904 Joseph Provenzano | 1,729 Babajide Obashoto |
| 5,910 Muhammed Ashraf | 3,296 Yemi Akinade | 2,543 Eric Peyton | 2,201 Cassandra Gartner | 1,903 Charles Belt | 1,727 Cheryl Chamberlain |
| 5,839 Bobby Park | 3,285 Joey Kennedy | 2,525 Lucas Yeck | 2,180 Veronica Akinrelere | 1,897 Iris Saavedra | 1,722 Jacob Brown |
| 5,772 Joseph Corwin | 3,282 Tyler Burke | 2,518 Jessica Guerrero | 2,164 Mazino Ovie | 1,887 Richard Tabanji | 1,721 Nidajaved Cheema |
| 5,670 Ashley Rust | 3,277 Richard Bassett | 2,506 Harvey Quinn | 2,151 Edward Leon | 1,882 Joan Hannon | 1,715 Natalie Leon |
| 5,653 Joel Trask | 3,255 Meaghan Montoya | 2,501 Mark Hart | 2,127 David Ramirez-Benitez | 1,880 Michael J Romero | 1,712 Sean Leonard |
| 5,577 Joe Lewo | 3,247 Devin Taylor | 2,499 Alipate Makaui | 2,126 Oscar Garcia-Gamez | 1,873 Carrisa Korres | 1,710 Eleza Faison |
| 5,426 Devin Taylor | 3,200 Corey Kerner | 2,496 Igor Melcharek | 2,124 Esa Mohamed | 1,868 Tanya Black | 1,704 Lionel Njeukam |
| 5,241 Matthew Lehman | 3,197 Kristopher Bour | 2,468 Maria M Ramirez | 2,122 Bryan Fronenberg | 1,867 Stephen Fougere | 1,704 Hamza Ally |
| 5,176 Stanis Moanda | 3,174 Nicklaus Boker | 2,467 Isabella Xia | 2,116 Rochelle Royce | 1,865 Colin Ghee | 1,702 Brandon Neal |
| 5,040 Joseph Sarasin | 3,165 Wilder Angarita | 2,432 Priscilla Blanco | 2,106 Kristi Basho | 1,860 Ariel McAllister | 1,702 Conor Markins |
| 5,035 Roger Fredericks | 3,111 Vincent Radisek | 2,420 Cameron Ontko | 2,103 Jason Khodadadian | 1,851 Linda Marquez | 1,700 Asad Ahmed |
| 4,960 Taulant Bane | 3,098 Sunil Pillai | 2,411 Shannon Stroud | 2,101 Marlene Barrett | 1,851 Joshua Rodriguez | 1,700 Lleison Martinez |
| 4,740 Kevin Ishikane | 3,086 John Torres | 2,404 Cleopatra Sola | 2,096 Ricky Hayward | 1,835 Grace Carls | 1,683 Eduardo Hernandez |
| 4,718 Ryan Coates | 3,081 Joshua Jahnish-Malte | 2,398 Steven Bensinger | 2,092 William Benline | 1,834 Daryl Graham | 1,682 Denis Snyder |
| 4,717 Aref Sayegh | 2,983 Serhan Ugur | 2,092 William Benline | 2,077 Jeffrey Tillman | 1,833 Sylvain Kalombo | 1,681 Erika Walker |
| 4,703 Jacqueline Kabluyen | 2,958 Dylan White | 2,384 Ifeanyi Ufondo | 2,071 Kayla Kelly | 1,832 Hayden Hill | 1,681 Ifrah Tahir |
| 4,610 Anthony Rivellino | 2,954 Jordon Graham | 2,377 Richard Carter | 2,067 James LaFata | 1,832 Deaveon Francisco | 1,679 Todd Riescher |
| 4,563 Yvette Mompont | 2,954 David R Edwards | 2,374 Sky Plunkett | 2,056 Avion Johnson | 1,822 Mike Reed | 1,679 Timothy McNulty |
| 4,498 Gavin Gambhir | 2,902 Katie Stahulak | 2,372 Meenakshi Chavis | 2,054 Tara Haughney | 1,821 Christie Jauch | 1,678 Giovanni Diduro |
| 4,354 Bryan Juskiw | 2,897 Scott Tegowski | 2,365 Gregory VanSuch | 2,040 Colleen Stephenson | 1,818 Jacquetta Clayton | 1,676 Magaly Una |
| 4,300 Matthew Kahwaji | 2,887 Janel Wilder | | | 1,816 Leonardo Alsina | 1,676 Eric Rodriguez |

- | | | | | | |
|-----------------------------|----------------------------|-------------------------------|----------------------------|-----------------------------|---------------------------|
| \$ 1,668 Michael Nichols | \$ 1,489 Lisa Everett | \$ 1,348 Benjamin O'Lena | \$ 1,246 Tina Fu | \$ 1,163 Mohamad Wael Taher | \$ 1,065 Cory McNutt |
| 1,660 Bryan Czajkowski | 1,486 John Franklin | 1,348 Nina Baker | 1,245 Paige Moore | 1,160 Justin Rydziel | 1,058 Gloria Mendoza |
| 1,658 Tyler Boulden | 1,485 Eliza Farrell | 1,337 Michael Hood | 1,244 Ashley Hunter | 1,159 Darien Walker | 1,057 John Zwald |
| 1,657 Angelique Piquion | 1,476 Paul Smith | 1,335 Rachel Seddon | 1,244 Ian Zollos | 1,159 John Bautista | 1,057 Jeffrey Spanaus |
| 1,655 Alex Gonzales | 1,474 Daniel Foore | 1,331 Danny Juskiw | 1,243 Denise Masulit | 1,158 Peter Kaplanis | 1,055 Terry Porter |
| 1,649 Richard Bentley | 1,471 Christy Anderson | 1,322 Altina Arakelian | 1,242 Matthew Hudlin | 1,156 Mashell Keyes | 1,054 Tommica Gibson |
| 1,649 Preeti Sahgal | 1,466 Nicole Preston | 1,322 Alex Miller | 1,242 Sally Wilson | 1,153 Andrew Novack | 1,054 Mari Andrade |
| 1,642 Dirk Tanses | 1,464 Patricia Santamarina | 1,322 Dorota Rusew | 1,242 Stephanie Olsen | 1,148 Dustin Harris | 1,053 Roy Stephens |
| 1,639 Jeffery May | 1,461 Milton Paniagua | 1,320 Sandra Davis | 1,240 Kenneth Chen | 1,147 Michele Faul | 1,052 Tyjanae Green |
| 1,637 Daniel Hanson | 1,457 Jeff Wentworth | 1,316 Orlando Crimmel | 1,240 Mike Paragiou | 1,145 Collin Banister | 1,048 John Karczewski |
| 1,632 Britany Mathews | 1,456 Andrew McAllister | 1,316 Erica Robertson | 1,240 Mathew Engle | 1,142 Nicko Bettis | 1,047 Giovanni Williams |
| 1,627 Evelyn Howell | 1,449 Sherri Washington | 1,315 Tobechukwu Oraegbu | 1,237 Scott Remmey | 1,140 Joseph Gojcaj | 1,046 Iesha Morris |
| 1,627 Daniel Li | 1,449 Kelli Higgins-Jones | 1,313 Makelesi Latu | 1,236 Phillip Ray | 1,140 Vanessa Umanson | 1,043 Malcolm King |
| 1,622 Ryan Taylor | 1,448 Joy Vann-Austin | 1,312 Arthur Gross | 1,232 Victoria Willis | 1,138 Pranvera Kelmendi | 1,042 Terran Oliphant |
| 1,617 Patrick Guthrie | 1,445 Sharon Briscoe | 1,312 Javiera Arevalo Ciriano | 1,231 Nancy Dooling | 1,134 Young Lee | 1,041 Pauline Constantino |
| 1,610 Peer Shmelzer | 1,442 Sharif Grays | 1,310 Horace Johnson | 1,229 Sean Shephard | 1,131 Delroy Nichols | 1,039 Aubrey Kettle |
| 1,603 James Snipes | 1,441 Angelica Guerrero | 1,306 Kelly McDonald | 1,229 Mynor Lemus | 1,130 Greta Wilson | 1,038 Jonathan Russell |
| 1,600 Katie Terzynski | 1,440 Nadezhda Vitchev | 1,305 Sean Walsh | 1,228 Anthony Spataro | 1,130 David Murphy | 1,037 Andrew Vila |
| 1,596 Stephen Bowen | 1,439 Derrick Schneider | 1,295 Jordan Hallman | 1,227 Corey Lumley | 1,128 Peter Gabranski | 1,037 Raymond Angeles |
| 1,595 Hans Klink | 1,433 Ebony Roots | 1,294 Christa Frazier | 1,227 Janelle Dutra | 1,128 Mack Hanna | 1,036 Daniel Jiles |
| 1,591 Felecia Taylor | 1,427 Geoffrey Osili | 1,293 Diana Al Ali | 1,225 Colin Desnoyers | 1,127 Elizabeth Santillan | 1,035 Nancy Branson |
| 1,581 Edward DeFurio | 1,416 Theresa Flores | 1,290 Kenneth Kiesel | 1,223 Talele Tuimauga | 1,126 Talele Tuimauga | 1,034 Ryan Stoehr |
| 1,579 Duane Shaw | 1,415 Chase Miller | 1,290 Johnny Santiago | 1,222 Natalie Saldana | 1,124 Michael Hrvatin | 1,034 Darrell M Smith |
| 1,578 David Ramirez | 1,414 Cameron Austin | 1,288 Carlos Garcia | 1,214 Matthew Dawson | 1,119 Breann Haley | 1,031 Jeannieliza Solis |
| 1,577 Vincent Massari | 1,411 Jany Delgado | 1,286 Davina Vo | 1,209 Debra Small | 1,115 Christopher Bungay | 1,031 Jessu Romero |
| 1,574 Amr Shater | 1,411 Kempton Perry | 1,285 Cesar Bautista | 1,206 Matthew Dunn | 1,114 Shelby Elder | 1,029 Jeremy James |
| 1,565 Justin Stephens | 1,409 Brad Gray | 1,285 Monica Grisales | 1,203 Dina Boghdady | 1,110 Dustin Caso | 1,029 Shane Valentine |
| 1,562 Brock Lampepe | 1,401 Lena McKinney | 1,283 Stephen Coons | 1,202 Diamonique Woods | 1,108 Jeremy Ryle | 1,028 Alix Albright |
| 1,560 Erika Torres | 1,401 Matthew Castelli | 1,281 Fabian Aniekwensi | 1,200 Michajel Giachetti | 1,105 Jasmin Hidalgo | 1,026 Jessica Santamarina |
| 1,550 Johnathon Bogoslowski | 1,401 Dorothy Williams | 1,280 Victor Ledesma | 1,198 Miguel Castillo | 1,102 Andre Bzhetaj | 1,025 Mark Tusing |
| 1,549 Jovanie Scarlett | 1,399 Revawn Wilson | 1,279 Amelia Houston | 1,197 Joseph Hedborn | 1,097 Kevin Davis | 1,025 Romas Noor |
| 1,540 Amin | 1,396 Constance | 1,278 Casey Jarratt | 1,197 Amy Shui | 1,097 Sabre Ciarumetaro | 1,023 Siddhant Satoskar |
| | 1,391 Saadattmand-Manshadi | 1,274 Erin Gonzalez | 1,195 Steven Brickman | 1,096 Sheila Downey | 1,022 Zachary Pospichal |
| | 1,391 Helen Taylor | 1,273 Riche Hays | 1,191 Jennifer Anthes | 1,096 Kyla Greig | 1,021 Hakan Ozalpasan |
| | 1,390 Camilo Rodriguez | 1,273 Carlo Milano | 1,190 Elaine Vecchio | 1,093 Jordan T Brown | 1,019 Matthew McDowell |
| | 1,388 Donya-Mae Solomon | 1,271 Nancy Murto | 1,189 Herivelto Pereira | 1,091 Amanda Perez | 1,018 Jenny Alvarez |
| | 1,382 Kellie Hoffman | 1,271 Mark Onofrio | 1,188 Khadijah Muhammad | 1,090 Mathew Shannon | 1,018 David Garcia |
| | 1,378 Mike Sukhbaatar | 1,270 Nikolai Zollinger | 1,188 Levi Szanto | 1,088 Megan Company | 1,017 Stephen Hale |
| | 1,376 Andres Liranzo | 1,269 Ryan Bevan | 1,182 Keith Ryan MacDonald | 1,088 Bobbi Wiatr | 1,016 Kelly Ekker |
| | 1,372 Christopher Bennett | 1,268 Felicia Steele | 1,181 Vanvippa Sugai | 1,082 Charles Sanders | 1,016 Ardana Winbush |
| | 1,371 Ian Rouleau | 1,266 Sean Byler | 1,180 Angela Coker | 1,082 Thomas McDermott | 1,014 Shantayia Williams |
| | 1,370 Taylor Nathaniel | 1,264 Danny Arnold | 1,178 Ross Ewen | 1,082 Hatim Sabri | 1,013 Brad Toyama |
| | 1,363 Angela Rodriguez | 1,261 Jose Lara | 1,177 Jonni Ng | 1,082 Angela Alunno | 1,009 Ariel Owens |
| | 1,363 Sonia Tyner | 1,261 Javana Torres | 1,177 Troy Williams | 1,079 Joanna Salazar | 1,009 Steven Phillips |
| | 1,361 Brian Melvin | 1,260 Richard Martin | 1,176 Sione Maumau | 1,079 Michael Williams | 1,006 Nouraddin Hussein |
| | 1,358 Christopher Nwosisi | 1,257 Carl Schlacht | 1,173 Robert Trypus | 1,077 Chad Miller | 1,002 Trevor Smith |
| | 1,354 Eleanor Hall | 1,256 Tom Balaki | 1,170 Elijah Findley | 1,073 Christopher Larsen | 1,001 Sandra Dumas |
| | 1,353 Gage Townson | 1,254 Brianni Scott | 1,169 Esther Keller | 1,073 Damaris Trejo | |
| | 1,352 Christopher Leasure | 1,252 Brinsley | 1,168 Shannon Vidal | 1,073 Brittney Goins | |
| | 1,350 Tyler Boster | 1,252 Austin A Smith | 1,167 Matthew Roebke | 1,068 Armando Rivera | |
| | 1,350 Justin Sutton | 1,251 Javier Diaz | 1,165 Danielle Morales | 1,067 Muzit Berhe | |
| | | | 1,164 Harry Rothstein | 1,067 Ranjana Chopra | |
| | | | 1,164 Anlivier Del Toro | 1,066 Abraham El Refaei | |




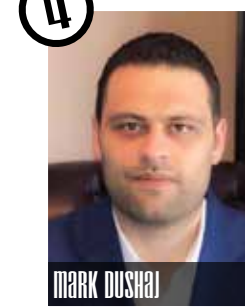

SA/GA/MGA EXTRA MONTHLY BONUS

| | | | | |
|---|--|--|---|--|
| 1  MARIO HAJRO \$3,178 S-S-Parks-Salvaggi | 2  ENO IFTIU \$2,243 S-S-Parks-Salvaggi | 3  ARIF HAJRO \$1,415 S-S-Parks-Salvaggi | 4  NICHOLAS CHUMA \$1,280 S-S-Bendure-Hartwig | 5  ALEXANDER PHAM \$1,231 Altig-Orlovic |
| 6  JOSHUA DISHONG \$1,158 S-S-Bendure-Hartwig | 7  RICHARD WHYTE \$975 Altig-Orlovic | 8  DANIEL PRIMZO \$879 S-S-Parks-Salvaggi | 9  ROBERT ENSIGN \$847 S-S-Parks-Salvaggi | 10  MOHAMAD RAYCHOUNI \$804 Zach Hart |

JUNE BONUS LEADERS | PAYOUT: \$111,130 | QUALIFIERS: 1,091



LEADERSHIP BONUS

| | | | | |
|---|---|--|--|---|
| 1  BRENT BOWLING \$48,745 S-S-Parks-Salvaggi | 2  MARIO HAJRO \$47,829 S-S-Parks-Salvaggi | 3  MATTHEW CONRAD \$34,126 S-S-Parks-Salvaggi | 4  MARK DUSHAJ \$33,653 Zach Hart | 5  BOBBY GUJRAL \$22,379 Altig-Orlovic |
|---|---|--|--|---|

JUNE BONUS LEADERS | PAYOUT: \$1,422,929 | QUALIFIERS: 639


| | | | | | |
|----------------------------------|------------------------------------|----------------------------------|---------------------------------------|--|--|
| \$ 48,745 Brent Bowling | \$ 6,753 London Burnett | \$ 4,164 Ransy Vazquez | \$ 2,880 Alix Albright | \$ 2,152 Javier Diaz | \$ 1,641 Mayra Robles |
| 47,829 Mario Hajro | 6,721 Dustin Dunbar | 4,155 Matthew Diulus | 2,861 Rahmatullah Romal Omid | 2,152 Melne Hughes | 1,621 Temesghen Starr |
| 34,126 Matthew Conrad | 6,709 Sabrina Kryshundayal | 4,121 William Thomas | 2,856 Michael Joseph | 2,150 Mitch Duplantis | 1,615 Candace Minor |
| 33,653 Mark Dushaj | 6,635 Shahab Mahdavejad | 4,056 Jessica Wilhite | 2,851 John Nieves | 2,135 Mitchell Messer | 1,611 Payam Sami |
| 22,379 Bobby Gujral | 6,433 Matthew Cartwright | 3,870 Jose Viramontes | 2,775 Doron Freud | 2,108 Andrew Hynan | 1,606 Timothy Bugge |
| 18,773 Derek Foore | 6,373 Michael Mandella | 3,831 Craig Stropmf | 2,768 Claude Hamilton | 2,093 Nicholas Deliberto | 1,580 Hunter Welty |
| 17,671 Eric Thompson | 6,333 Alex Paguio | 3,822 Dylan Murphy | 2,726 Taurean Flournoy | 2,076 Andrew Chambers | 1,562 Edmaggie Myrthil |
| 17,327 Bruce Viaje | 6,262 Darcy Schrieber | 3,820 Yussuf El-Zein | 2,750 John McGrath | 2,063 Zachary Button | 1,538 Devon Chapman |
| 15,950 Brandon Summerton | 6,194 Travis Vaughn | 3,786 Jessica Santamarina | 2,731 Joshua Jackson | 2,049 Shorne Brown | 1,536 Tabitha McDermid |
| 15,633 Bryan Juskiw | 5,955 Andrew McQuade | 3,775 Lauren Coyne | 2,728 Daniel Walton | 2,037 Mohamad Raychouni | 1,528 Cody Gardner |
| 13,452 Kimberly Hamilton | 5,903 Jeffrey Hall | 3,771 William Tompkins II | 2,728 Taurean Flournoy | 2,029 Aaron Chen | 1,528 John Akers |
| 12,940 Chase Miller | 5,878 Michael Clemente | 3,747 Stella Roznovan | 2,723 Cody Terrell | 2,022 Meaghan Krecsko | 1,517 Anthony Theriault |
| 12,845 Zach Otto | 5,801 Brody Maughan-Evanson | 3,679 Jessica St Pierre | 2,684 Christopher Gebhardt | 2,021 Sunshine Overturf | 1,498 James Harding |
| 12,682 Beau Locker | 5,770 Jeffrey von Kienast | 3,665 Roger Fung | 2,679 Tyler McKnight | 2,010 Begona Patino-Lopez | 1,494 Allan Allas |
| 12,553 Mark Neilson | 5,725 Matthew Dawson | 3,642 Jeffrey Espinal | 2,662 Michael Gerstein | 2,003 Carlos Iraheta Barrientos | 1,479 Gregory Caldwell |
| 12,419 Elyse Bryan | 5,596 Patrycja Grudzinska | 3,609 Adrienne Bragas | 2,652 Darius Rowan | 1,994 Ryan Wilson | 1,478 Adam Kidikas |
| 11,915 Phillip Waisman | 5,552 Mike Paragiou | 3,563 Sergio Carta | 2,632 Mathew Mealey | 1,991 Jonathan Giaco | 1,475 Travis Picklesimer |
| 11,772 Britton Costa | 5,375 Jesse Doherty | 3,528 Michael Stuver | 2,550 Ariana Jones | 1,991 Steven Batten | 1,459 Joseph Corwin |
| 11,730 Peter Kwiatkowski | 5,325 Duane Shaw | 3,516 IP Harris | 2,544 Ryan Hall | 1,978 Ryan Hall | 1,449 David Edwards |
| 11,657 Jeffery Thiel | 5,200 Ryan Vance | 3,509 Sean Shephard | 2,520 Christopher Botelho | 1,974 Daniel J Johnson | 1,403 Dominick Williams |
| 11,453 James Sherwood | 5,192 Francis Ingulli | 3,492 John Santosuosso | 2,517 Daniel Schwartz | 1,971 Sokol Faziu | 1,397 Dwayne Nabors |
| 11,368 Scott Wheeler | 5,181 Francesca Veltri | 3,472 Alex Kae | 2,478 Denis-Michael Catalano | 1,971 Charley Forshee | 1,393 Derek Woo |
| 11,267 Travis Kovach | 5,153 Michael Russin | 3,452 Jovanie Scarlett | 2,470 Carey Hartman | 1,957 Cara DeFiore | 1,383 Alexis Pineiro |
| 10,854 Patricia Contreras | 5,004 Zachery Kertulis | 3,431 Duni Olusegun | 2,451 Nicole Mead | 1,928 Jorge Guerra | 1,371 Bruce Alford |
| 10,440 Ryan Stenglein | 4,989 Danny Juskiw | 3,401 Paul Smith | 2,439 Bradley Fordyce | 1,902 Steven Phillips | 1,365 Matthew Turnquist |
| 10,252 Nicole Sanders | 4,985 Rita Rider | 3,369 Jinelly Urena | 2,415 Magda Figueiredo | 1,856 Daniel Umbertone | 1,362 Jenny Kim |
| 10,129 Mark Lahijani | 4,972 Stuart Pagan | 3,355 Steven King | 2,401 Tiffany Babin-Washington | 1,837 Bilal Farsakh | 1,361 Michael Musso |
| 9,693 Eno Iftiu | 4,970 Asiguy Haugabook | 3,350 Sean Velasquez | 2,396 Monica Montgomery | 1,832 Jesse Rennich | 1,329 Bryon Eddinger |
| 9,632 Yemi Akinade | 4,880 Randall Cook | 3,338 Mark Beckford | 2,391 Muhammed Ashraf | 1,825 Jeffrey Hudson | 1,314 Trevor Smith |
| 9,532 Elias Boles | 4,867 David Wang | 3,323 Jonni Ng | 2,390 Jon Morrow | 1,812 Steve Hartman | 1,312 David Carpenter |
| 9,403 Blake Higuchi | 4,840 Alipate Makau | 3,273 Chris La Fond | 2,387 Donald DeVoise | 1,805 Andy Batten | 1,308 Nathan Doyle |
| 9,022 Clayton Slaughter | 4,816 Bobby Szwaja | 3,248 Thomas Vena | 2,387 James Tolley | 1,803 Donte Grant | 1,301 Veronica Coval |
| 8,622 Dario Messina | 4,813 Sara Vaz | 3,246 Jorge Leon | 2,353 James Tolley | 1,798 Slavita Hut | 1,291 Mari Andrade |
| 8,433 Joshua Olin | 4,692 Michael Burningham | 3,207 David Stuart | 2,341 Chris McFoy | 1,780 Harjeet Rana | 1,285 Jacob Brown |
| 8,325 Walter Icaza | 4,529 Anita Ferris | 3,172 Omar Billy | 2,340 Nicholas Chuma | 1,771 Zinsou Ayihonsi | 1,275 Mary-Delores Ayarzagoitia |
| 8,056 Joseph Gojcay | 4,521 Luay Ghawi | 3,159 Ryan McIntosh | 2,275 Evan Donoghue | 1,741 Michael Raven | 1,270 Arif Hajro |
| 7,545 Daryl Graham | 4,426 Alma Lozano | 3,140 Alan Sedaghat | 2,271 DeShannon Boyd | 1,726 Mark Auvil | 1,269 Christopher Hintz |
| 7,470 Doreen Ryan-Foti | 4,416 Christopher Bungay | 3,124 Ryan Ohm | 2,259 Ashley Smith | 1,703 Benckack Cooper | 1,269 Behrad Baghbanian |
| 7,402 Brenda Fox | 4,414 Angel Martinez | 3,121 Andrew T Wagner | 2,239 Michael Russo | 1,702 Tiffani Tavormina | 1,247 Richard Rozolsky |
| 7,324 Phi Phan | 4,405 Atta Saleh | 3,106 Andrew Bishop | 2,238 Thomas Longino | 1,701 Johnny Ramos | 1,247 Richard Rozolsky |
| 7,249 Jennifer Reed | 4,405 Kyle Wrobel | 3,091 Tiffney Harmouche | 2,230 Maria M Ramirez | 1,696 Kevin Davis | 1,209 Kade Beck |
| 7,193 Gregory Rudolph | 4,284 Kyle Wrobel | 3,067 Dominic Telymonde | 2,205 Bobby Hamilton | 1,690 Juan Olvera | 1,199 Javier Garcia |
| 7,077 Tony Geer | 4,281 Sylvain Kalombo | 3,032 Kerry Zorns | 2,194 Aaron Parks | 1,689 Michael van Delft | 1,192 Mele Makau |
| 6,946 Jason Bratin | 4,269 Aaron Friedlander | 2,994 Kendra Cook | 2,178 David Hausman | 1,684 Theodore Ryan | 1,186 Kamal Tayyib |
| 6,787 Morgan Lobello | 4,242 Justin Adams | 2,985 Daniel Prinzo | 2,170 Kevin Appasamy | 1,656 Dina Boghdady | 1,168 Kelly Ekker |
| | 4,218 Steven Dell | 2,930 James Sodan | 2,160 Ryan Fickert | 1,656 Dominic Facchini | 1,165 Jorge Toribio |

LEADERSHIP BONUS - CONTINUED

| | | | | | |
|----------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| \$ 1,146 Fernando Ledezma | \$ 996 Melinda-Rae Lyse | \$ 879 Todd Riescher | \$ 751 Zoltan Krecsko | \$ 643 Jenna Gula | \$ 541 Melinda Skinner |
| 1,126 Andrew Severson | 993 Kevin Butchino | 873 Joshua Goodman | 742 David Bilotti | 640 Deidra Sherman | 541 Christie Jauch |
| 1,117 Samuel Boyle | 992 Levar Morgan | 869 Victoria Varney | 740 Cristina Fox | 638 Manale El Awad | 541 Pablo De La Cruz |
| 1,096 Jennylyn | 982 Frederick Baltimore | 861 Sherly Philippe | 740 Shanita Ellmers | 636 Austin Edwards | 538 Kevin Lowery |
| Militante-Radnoty | 974 Nasr Quadri | 852 Paolo D'Andrea | 735 DeShawn Moore | 622 Jagdish Sukhu | 537 Awa Babou |
| 1,096 Anthony Spataro | 974 Deborah Mitchell | 849 Jenny Rosales | 729 Michael Jang | 618 Jonathan Jones | 537 De'Jour Washington |
| 1,095 Casey Helly | 974 Emily Weaver | 842 Mark Lomonaco | 698 Matthew Halbmaier | 613 Jeanette Ramirez | 533 Pharyn Wilson-Jones |
| 1,085 Matthew Cessna | 965 Hugh Benn | 832 Landon Schlag | 696 Tammy Gawron | 603 Rubin Chaimov | 520 Logan Akers |
| 1,080 Ryan Tucker | 957 Pablo Solis | 827 Marie Laine | 692 Roxie Soto | 601 Phillip Rigoli | 515 Uziel Lujan |
| 1,075 Matthew Russell | 953 Casey Kunash | 805 Eric Snyder | 687 Ashley Clarke | 597 Aref Sayegh | 512 Carl Goins |
| 1,069 Daniel Charron | 949 Eric Butt | 797 Logan Klink | 686 Maurice Coleman | 595 Sina Heak | 510 Paul Kelly |
| 1,068 Abraham El Refaei | 944 Joy Vann-Austin | 797 Colin Ghee | 682 Seth Frisby-Jack | 582 Brittany Luke | 508 Marlon Hernandez |
| 1,055 Jeffrey Tillman | 938 Minh Phung | 793 Keith Dymnioski | 678 Cameron Cimino | 574 Tina Nelson | 508 Manuel Diaz |
| 1,030 Alfredo Garcia | 937 Lidia Meglei | 774 Peter Gabranski | 671 Rex Munsey | 569 Toni-Ann Allen | 507 Jesus Romero |
| 1,029 Anacleto Arevalo | 935 Erika Leege | 771 Christopher McGlynn | 661 Joshua Morris | 562 Lindsay Staffieri | 504 Tiffany Beadnell |
| 1,018 Christopher Stevens | 919 Tanner Duy | 770 Vanessa Forouzan | 656 Demetrius Lucas | 557 Michael Venmahavong | 502 Lalitha Janardhanan |
| 1,014 Cole Hatfield | 915 Jordan Hallman | 766 Matthew Roebke | 656 Matthew Hudlin | 557 Monica Kim | |
| 1,009 Derya Ekren | 914 Kody Kramme | 765 David Duddy | 654 Jammal Coleman | 557 Marquel Burns | |
| 1,007 James P Raines | 884 Brandon Baker | 758 Saul Lopez | 651 Micah Focken | 555 Marisa Willgruber | |
| 1,001 Dylan Johnson | 883 Travis Stucki | 758 Victor Weber | 647 Michael Ezeafulukwe | 542 Nicholas Wang | |


R9A LEADERSHIP BONUS

1




RYAN FICKERT
\$23,158
Zach Hart

2



BOBBY GUJRAL
\$16,212
Altig-Orlovic

3




MATTHEW DIULUS
\$10,448
Simon Arias

JUNE BONUS LEADERS | PAYOUT: \$237,110 | QUALIFIERS: 106

| | | | | | |
|--------------------------------|---------------------------------|-------------------------------|----------------------------------|---------------------------------|------------------------------|
| \$ 23,158 Ryan Fickert | \$ 4,284 Brian Schreiter | \$ 2,511 Ryan Hall | \$ 1,542 Amr Shater | \$ 1,110 Randall Cook | \$ 835 Patrick Knouse |
| 16,212 Bobby Gujral | 4,186 Jeremy Rivers | 2,477 Joshua Dishong | 1,535 Andrew McQuade | 1,087 Lauren Coyne | 819 Bruce Alford |
| 10,448 Matthew Diulus | 3,851 Mark Neilson | 2,430 Beau Locker | 1,420 Jessica Santamarina | 1,073 Mavrick Fredericks | 804 Kaitlyn Brandt |
| 9,701 Thomas Vena | 3,814 Michael Gerstein | 2,428 Richard Dyer | 1,394 Brody | 1,035 Ryan Wilson | 768 Charles Ferrari |
| 8,261 Justin Adams | 3,799 Walter Icaza | 2,402 Kerry Zorns | Maughan-Evanson | 1,011 Doreen Ryan-Foti | 722 Magda Figueiredo |
| 7,641 Levar Morgan | 3,747 Paul Kelly | 2,387 Ryan Stenglein | 1,338 Tyler Worstell | 954 Asiguy Haugabook | 692 Jonathan Jones |
| 6,900 Reynolds Akuamoa | 3,533 Dario Messina | 2,222 Joshua Olin | 1,312 Jessica Wilhite | 953 Jose Viramontes | 600 Duni Olusegun |
| 6,607 Luay Ghawi | 3,164 Chris La Fond | 2,183 Shalom Chaimov | 1,222 Kimberly Hamilton | 917 Joseph Tomanovich | 520 Bobby Hamilton |
| 6,535 Corey Helly | 3,158 Brandon Summerton | 2,168 Michael Russin | 1,193 Dustin Dunbar | 894 Melinda-Rae Lyse | 511 Matthew Conrad |
| 6,420 Kyle Wrobel | 3,046 Anthony Theriault | 2,147 Sean Velasquez | 1,184 Jeffrey Hall | 881 Alexandra Graham | 507 Jovanie Scarlett |
| 6,183 Andy Batten | 3,038 Matthew Turnquist | 2,147 Michael Clemente | 1,177 Morgan Lobello | 876 William Parmeter | |
| 5,733 Christopher Hintz | 2,563 Gary Slocum | 1,813 Johnny Ly | 1,136 Lorena Barriere | 850 Mark Dushaj | |
| 5,295 Robert Janev | 2,537 Aaron Parks | 1,546 Scott Wheeler | 1,111 Shahab Mahdavinejad | 837 Mike Paragiu | |


SA/GA DIRECT CODE FIELD TRAINING BONUS

1




WILLIAM THOMAS
\$15,320
S-S-Parks-Salvaggi

2



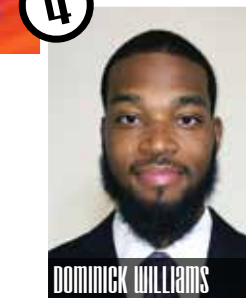
JAMES MUIR
\$10,544
Altig-Orlovic

3



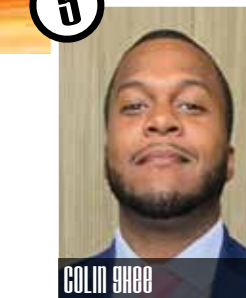
ARIF HAJRO
\$9,549
S-S-Parks-Salvaggi

4



DOMINICK WILLIAMS
\$9,134
Michael Vasu

5



COLIN SIRO
\$8,903
Simon Arias

JUNE BONUS LEADERS | PAYOUT: \$724,104 | QUALIFIERS: 658

| | | | | | |
|-----------------------------------|------------------------------------|-------------------------------------|-----------------------------------|-------------------------------------|--------------------------------|
| \$ 15,320 William Thomas | \$ 2,969 Jaydan Heron-Smith | \$ 1,708 Wendy Marti | \$ 1,180 David Basnett | \$ 876 Sofia Claire Malapote | \$ 660 Kevin Kennedy |
| 10,544 James Muir | 2,948 Cynthia Hettchen | 1,698 Derek Udongwo | 1,180 Stephanie Dunbar | 873 Fouad Gerges | 660 Andrew Flores |
| 9,549 Arif Hajro | 2,927 Nabil Atallah | 1,662 Eldine Mpanzu | 1,180 Manique Sala | 853 Amber Gibbs | 658 Lositika Maake |
| 9,134 Dominick Williams | 2,888 Doris Martinez Garcia | 1,660 Alexus Hawkins | 1,175 Victor Holmes | 852 Jennifer Kauer | 655 Kristopher Bour |
| 8,903 Colin Ghee | 2,883 Alejandro Pineda | 1,640 Brittany Dalcais | 1,172 Conor McGowan | 852 Adriana Aboulwafa | 655 Alfrez Costello |
| 8,728 Adem Abdula | 2,881 Amanda Norwood | 1,627 Jeffrey A Smith | 1,161 Brian Schilling | 831 Justin Malone | 653 Deborah Noga |
| 7,971 Jerome Benenati | 2,872 Tiffany Beadnell | 1,607 Matthew Ingram | 1,159 Amy Gardner | 830 Chabeli Aguiar Nodal | 651 Erika Walker |
| 7,647 Michael Jang | 2,825 Rahul Bhagwakar | 1,598 Michaela Mangrum | 1,146 Travis Kovach | 826 Arista Garcia | 643 Emilia Torres |
| 7,134 Tristan Dlabik | 2,758 Jennylyn | 1,583 Keeland Bryant | 1,145 Kathryn Gilluly | 825 Trevor Smith | 635 Luis Corella Aguayo |
| 7,018 Daniel Prinzo | 2,662 Militante-Radnoty | 1,572 Jacob DeCeault | 1,144 Patrice Patterson | 820 Aaron Patt | 624 Diana Blash |
| 6,922 Mariam Shahid | 2,647 Jonathan Bjorge | 1,560 Jesse Barker | 1,143 Reah Connor-Williams | 818 Christopher Campbell | 623 Jack Elder |
| 6,822 Richard Whyte | 2,605 Sherman Martin | 1,547 Ian Zollos | 1,142 Alex Reynolds | 804 Arman Masomzadeh | 621 Storm Hutskal |
| 6,688 Victoria Soileau | 2,605 Sherman Martin | 1,542 Miguel Castillo | 1,135 Chayenne Perry | 804 Robin Gonzalez | 619 Marshall Lewis |
| 6,634 Kinga Filipiak | 2,590 Kelsey Brown | 1,535 Eric Karn | 1,129 Matthew Dawson | 804 Daniel Lopez | 617 Drake Smith |
| 6,425 Danny Juskiw | 2,572 Carl Henry | 1,530 Mary Franklin | 1,128 Ray Sami | 797 Regina Lee | 616 Carlos Iraheta |
| 5,990 Jessica Davis | 2,488 Nauleni Tuionetoa | 1,515 Brandon Eck | 1,122 Randy Ortiz | 794 Ian Rouleau | 611 Barrientos |
| 5,970 Michael van Delft | 2,474 Erik Geer | 1,510 Joshua Jahnish-Maltese | 1,118 Orby Kelley | 791 Victoria Lindner | 611 Lisa Richardson |
| 5,871 Fabiola Del Palacio | 2,472 Danielle Morales | 1,507 Kendra Cook | 1,112 Jordan Warner | 791 Jenny Kim | 603 Kelly Young |
| 5,379 Rubin Chaimov | 2,452 David Soto | 1,492 Altina Arakelian | 1,111 Matthew Roebke | 788 Aaron Boudreaux | 595 Gerardo Garza Jr |
| 5,310 Steven Rios | 2,416 Kevin Argumedo | 1,490 Travis Picklesimer | 1,105 Walter Henderson | 787 Jadwiga Martins | 590 Sean Blaney |
| 5,140 Mark Bernsdorff | 2,414 Barrientos | 1,470 Joshua Eglyud | 1,101 Mickey Adkins | 783 Denzel Covington | 589 Gabriela Liszcz |
| 5,111 Joanna Strzelec | 2,414 Selma Ogrosevic | 1,464 Oscar Garcia-Gamez | 1,085 Megan Campany | 782 Adam Kidikas | 587 Sina Heak |
| 5,073 Valentino Kalaj | 2,397 Francisco Vasquez | 1,452 Nicholas Chuma | 1,082 Colin Desnoyers | 768 Hasan Ghazal | 585 Christopher Larsen |
| 5,053 Kellie Tucker | 2,396 Brandon Dusevic | 1,444 Nicki Griffiths | 1,081 Elaina Vecchio | 767 Kelsey Maye | 578 Brett Cummings |
| 4,910 Jessica Chang | 2,393 Marika Blackmon | 1,443 Troy Tanabe | 1,064 Eric Knox | 761 Giovanni Williams | 576 Fernando Ledezma |
| 4,887 Joshua Gaskin | 2,380 Richard Tabanji | 1,435 Eleanor Powell | 1,058 Crystal Vairetta | 758 Eric D Diaz | 575 Jenny Nguyen |
| 4,855 Carlos Franco-Veru | 2,377 Laurence Moore | 1,428 Hasan Marafi | 1,056 Megan Douglas | 756 Jesse Fullmer | 574 Deaveon Francisco |
| 4,723 Dulce Paz | 2,357 Cara DeFiore | 1,413 Michael J Romero | 1,055 Bryanna Campos | 753 Eric Okoemu | 566 Kamal Tayyib |
| 4,697 Edrick Tercero | 2,353 Manuel Diaz | 1,413 David Garcia | 1,047 Byron Bishop | 752 Todd Riescher | 564 Gift Kusuwan |
| 4,666 Logan Akers | 2,257 Nolan Hunter | 1,376 Ana Cimarosti | 1,038 Dale Shumaker | 751 Christina Stolle | 564 Matthew Lehman |
| 4,518 Jeremiah Berkley | 2,255 Jordan T Brown | 1,357 Tina Nelson | 1,032 Eric Rodriguez | 740 Tomaras Burks | 561 Alec Seibold |
| 4,469 Erica Robertson | 2,254 Ryan Torres-Torioka | 1,350 Angela Cardona | 1,021 Braxton Amy | 739 Braxton Amy | 560 Max Schober |
| 4,469 Michael Ezeafulukwe | 2,252 Lidia Meglei | 1,349 Cory McNutt | 1,013 Jesse Weaver | 737 Brittani Pearson | 559 Danny Arnold |
| 4,418 Dustin Hess | 2,249 Elazar Roco | 1,348 Michael Spann | 995 Andres Liranzo | 734 Jenna Gula | 556 Landon Schlag |
| 4,161 Marcus Moody | 2,178 Jagdish Sukhu | 1,339 Tereanio Edgar | 994 Patrick Tivnan | 733 Angelika Gambino | 556 Ashley Ealy |
| 4,127 Ryan Praedel | 2,146 Michael Battaglio | 1,306 Jordan T Jones | 993 Zachery Kertulis | 732 Matthew Abdo | 556 Katie Stahulak |
| 4,090 Kenson Delva | 2,101 Austin Edwards | 1,292 John Torres | 991 Yessika Rodriguez | 730 Carole Idolphine | 555 James Fangmann |
| 4,083 Michele Kieffer | 2,056 Avery Allmond | 1,291 Zinsou Ayihonsi | 987 Alexis Webb | 721 Frizell Anderson | 553 Eyad Awdi |
| 3,914 Brien Spier | 2,041 Jeffrey Tillman | 1,290 Jorge Toribio | 980 Justin Diaz | 718 Alexandra Gartman | 550 Taylor Schoenbeck |
| 3,912 Adebamidele Ogunlade | 2,034 Funmilola Elumade | 1,289 Drew Kier | 979 Bradley Fordyce | 718 Wroway Williams | 542 Ashley O'Donal |
| 3,741 Jonathan Ramirez | 2,013 Timothy Wilson | 1,281 Mark Lomonaco | 976 Marlon Hernandez | 716 Gregory Caldwell | 540 Alexis Tran |
| 3,710 Qi Wang | 2,005 Pharyn Wilson-Jones | 1,281 Daniel Pacheco | 967 Anthony Friese | 715 Shavorne Hudson | 540 Justin Campbell |
| 3,651 Lindsay Staffieri | 2,001 Alfredo Garcia | 1,260 Ryan Witham | 940 Myaa Fallon | 714 Kevin Dimery | 538 Lisa Phillips |
| 3,617 Arclia Zizumbo | 1,971 Muzit Berhe | 1,259 Aaron Osterrieder | 937 Venus Grier | 710 Richard Millington | 534 Pablo Solis |
| 3,365 Gjon Ljuljdradj | 1,956 Kajana Carter | 1,258 Deborah Mitchell | 936 Eduardo Hernandez | 710 Selina Maldonado | 534 Roberto Rodriguez |
| 3,292 Keith James | 1,952 Rachel Elfenbein | 1,256 Kristin Murphy | 930 Victor Ledesma | 707 Nicholas Wang | 533 Cherell Beal |
| 3,273 William Dugan | 1,937 Holly Bonhorst | 1,253 Armando Rivera | 930 Demetrius James | 705 Shantayia Williams | 532 Justin Rydzziel |
| 3,261 Mohamad Raychouni | 1,924 Roxie Soto | 1,250 Matthew McDowell | 922 Cody Allen | 703 Shane Valentine | 527 Atiya Bell |
| 3,203 Ariel McAlister | 1,863 Robert Ensign | 1,236 Bryan Czajkowski | 919 Mackenzie Ritchie | 703 Leswin Martinez | 525 Paige Moore |
| 3,174 Chris Anderson | 1,850 Jake Gelb | 1,234 Hugh Benn | 915 Alexander McGaw | 691 Niklaus Boker | 521 Aleatha Lowe |
| 3,125 Andrew McAughey | 1,844 Deonte Lomax | 1,232 Jesus Romero | 915 Ekemini Essien | 691 Daniel LaFontaine | 520 Jordan Lacy |
| 3,093 Daniel Charron | 1,833 Leanne Erney | 1,228 Alexander Sheffield | 912 Anthony Allonardo | 689 Kelly Schoenherr | 515 Iris Saavedra |
| 3,056 Steven Baum | 1,812 Jacob George | 1,224 Nicole Mead | 905 Steven Koras | 687 Matthew McClave | 513 Michael Barlettano |
| 3,042 Brandon Mogel | 1,810 Klyo Vidal | 1,218 Klyo Vidal | 898 Linda Marquez | 682 Rackeem Miller | 510 Nicholas Loosli |
| 3,006 Tyler Dahlin | 1,802 Adam Carlile | 1,207 Jeremy Hollister | 890 Kingsley Ibhe | 681 Jordan K Brown | 508 Ameenah Little |
| 2,996 Mele Makaui | 1,758 Suzanne Moroney | 1,207 Derrick Davenport | 888 Mayra Robles | 678 Jennifer Janzen | 505 Chad Muise |
| 2,986 Aleanya Moore | 1,746 Tysha Cave | 1,201 Eric Helwig | 884 Michael Fazio | 671 Orii Ekstein | 504 Orii Ekstein |
| 2,979 Peter Tovio | 1,731 Benito Menchaca | 1,198 Patricia Isabell | 881 Tyler Boulden | 669 Aaron Ebel | 501 William Ferrill |
| 2,977 Garkeiva Council | 1,710 Jonathan Maust | 1,184 James P Raines | 877 Matthew A Wilson | 669 Nina Blackmon | |

MGA/RGA GROWTH BONUS

MGA

| | | | | |
|--|--|--|---|--|
| 1 MARK DUSHAJ \$147,284 Zach Hart | 2 WALTER ICАЗA \$103,714 Beto Quintero | 3 BOBBY GUIRAL \$72,712 Altig-Orlovic | 4 BEAU LOCKER \$72,283 Matt Henderson | 5 MATTHEW CONRAD \$62,205 S-S-Parks-Salvaggi |
| 6 COREY HOLLY \$42,801 Giglione-Ackerman | 7 BRITTON COSTA \$40,338 Simon Arias | 8 ALIPATE MAKAU \$40,233 Steve Friedlander | 9 DARCY SCHRIEBER \$33,807 Zach Hart | 10 ANITA FORRIS \$31,332 Steve Friedlander |

RGA

| | | | | |
|---|---|--|--|---|
| 1 RYAN FICKERT \$72,436 Zach Hart | 2 PAUL KELLY \$28,626 Steve Friedlander | 3 MATTHEW DIULUS \$21,296 Simon Arias | 4 THOMAS VENA \$20,699 Simon Arias | 5 BOBBY GUIRAL \$15,029 Altig-Orlovic |
| 6 MICHAEL BERSTEIN \$14,980 Giglione-Ackerman | 7 LUZ SHAW \$10,453 Altig-Orlovic | 8 LAVAR MORGAN \$8,061 Theodore Pappas | 9 ROBERT JANOV \$6,577 Sabrina Lloyd | 10 MATTHEW TURNQUIST \$4,998 Richard Correa |

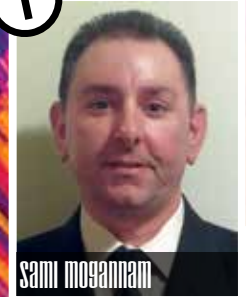




MGA ROOKIES

| | | | | |
|--|--|---|--|--|
| 1 PHILLIP MAISMAN \$9,523 Satti-Kanaan | 2 BRENDA FOX \$6,358 Zach Hart STL | 3 ANGEL MARTINEZ \$6,166 Dorian Oldham | 4 CLAYTON SLAUGHTER \$5,447 Michael Vasu | 5 MAVRICK FREDERICKS \$2,705 Evan Holzhauser |
| 6 ZOLTAN KROCSKO \$2,705 Altig-Orlovic | 7 BRUCE ALFORD \$2,484 Don Foti | 8 DARRIN ROBERTS \$2,121 Jay Washington | 9 ANTHONY GRECO \$2,053 Slav Bitman | 10 JEFFREY ESPINAL \$1,360 Theodore Pappas |

JUNE BONUS LEADERS | PAYOUT: \$1,746,546 | QUALIFIERS: 168



REINSTATEMENT BONUS

| | | | | |
|--|---|---|--|---|
| 1 | 2 | 3 | 4 | 5 |
|  |  |  |  |  |
| \$5,692 Don Foti | \$2,104 S-S-Parks-Salvaggi | \$2,033 S-S-Parks-Salvaggi | \$1,802 Theodore Pappas | \$1,776 Chalom-Paz |

JUNE BONUS LEADERS | PAYOUT: **\$59,601** | QUALIFIERS: **143**

| | | | | | |
|-------------------------------|---------------------------------|---------------------------------|-----------------------------------|----------------------------|------------------------------|
| \$ 5,692 Sami Mogannam | \$ 1,461 Glyn Hurst | \$ 1,010 Lawrence Dennis | \$ 757 Muhammed Ashraf | \$ 632 Olga Tsymbal | \$ 506 Joseph B Smith |
| 2,104 Mitchell Look | 1,367 Nicholas Gasparro | 1,004 Joseph Faisant | 729 Herivelto Pereira | 619 Rodney Ward | 505 Diana McNair |
| 2,033 Zenon Zorij | 1,308 Christabel Ornelas | 992 Maurice Baritz | 728 Mario Andres Chavez | 618 Jack Keiderling | |
| 1,802 Dason Phaul | 1,293 Zachary Hansen | 981 Marc D'Emilia | 718 Joaquin Santos | 606 Corey Lavigne | |
| 1,776 Natalie Soboleva | 1,289 Nabil Spahi | 962 Scott Dillingham | 694 Bryan Czajkowski | 572 Jacob Brown | |
| 1,684 Ryan Vopat | 1,186 Pamela Drury | 789 Marcia McDuffie | 644 Mike Allen | 535 Carolyn Havens | |
| 1,587 Bradley Weigand | 1,133 Dawid Liniewski | 771 Amber Campos | 642 Christopher Czajkowski | 522 Ashley Wenning | |

7 BONUS TOTAL: \$6,498,781

| | | | | | | |
|--|-------------------------------------|----------------------------------|------------------------------------|------------------------------------|--------------------------------------|----------------------------------|
| WORLD'S GREATEST \$2,197,361 | SA/GA/MGA EXTRA \$111,130 | LEADERSHIP \$1,422,929 | RGA LEADERSHIP \$237,110 | SA/GA TRAINING \$724,104 | MGA/RGA GROWTH \$1,746,546 | REINSTATEMENT \$59,601 |
|--|-------------------------------------|----------------------------------|------------------------------------|------------------------------------|--------------------------------------|----------------------------------|

All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,500 weekly ALP minimum achievement level



For all the Right Reasons



David Zophin
President
AIL/NILICO Agency Divisions

SUCCESS COMES WHEN WE WAKE UP EVERY DAY IN THAT NEVER-ENDING PURSUIT OF WHY WE DO WHAT WE DO. —SIMON SINEK

IF YOU WERE TO SURVEY PEOPLE IN different professions and ask them why they do what they do, I'm not sure many of them could give a reason beyond financially providing for their families. Some of them might enjoy their work, and others might even be able to say their work makes a positive difference in the world, but I'll bet that very few could say they have opportunity, gratification, and fulfillment in their professions ... not many jobs offer that desirable trifecta.

Luckily for us, we are in a unique profession that enables us to always hold our heads up high and be proud of what we do. Our job allows us to be there for working families when they need us the most and give *Opportunity Unlimited* to those seeking it, all while providing for our own families. When you think about it, there are very few comparable professions.

I love writing about *why we do what we do* because it's such a reaffirmation to me and to everyone reading that we have chosen the right place to be. If you've had the experience of a customer receiving a benefit after the death of a loved one, you know exactly what I'm talking about. If you haven't, know that we do what we do to be there during one of the most devastating times a family will encounter. At a time when everyone else is taking money from the family (probate court, taxes, etc.), we provide tax free money in a very short time period. It's because of us and what we do that they are able to take care of immediate costs like funerals, unpaid medical bills, and living expenses. It's because of this profession that a family reeling from a loss can keep their home, send their kids to college, and maintain their way of life. Losing a loved one shouldn't mean their whole

world should turn upside down. And when you provide some stability for a time in life everyone will encounter, you've made sure their world will remain upright.

Plus, the more families you're there for, the better you're able to provide for yours. How many careers allow you to make a positive impact on others while simultaneously finding financial success? I'm not saying that some days on the job won't be harder than others, and I know that everyone faces obstacles every once in a while. But when you think about the difference a simple policy could make in someone's life, it's a great motivator to be the best you can be. And the more families who have protection because of you, the better off your family will be. It really is one of those win-win situations - one of those that makes you proud to do what you do.

Keep in mind that a simple day at work for you could make all the difference in the world for a customer. Let that encourage you to always do your best and to be there for as many families as you can. The extra effort, time, and attention you give a customer today could have quite an impact on them tomorrow, so make every day count. 🙏



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GRAND HYATT BAHA MAR | MAY 12-15, 2020

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